Board of Trade Journal

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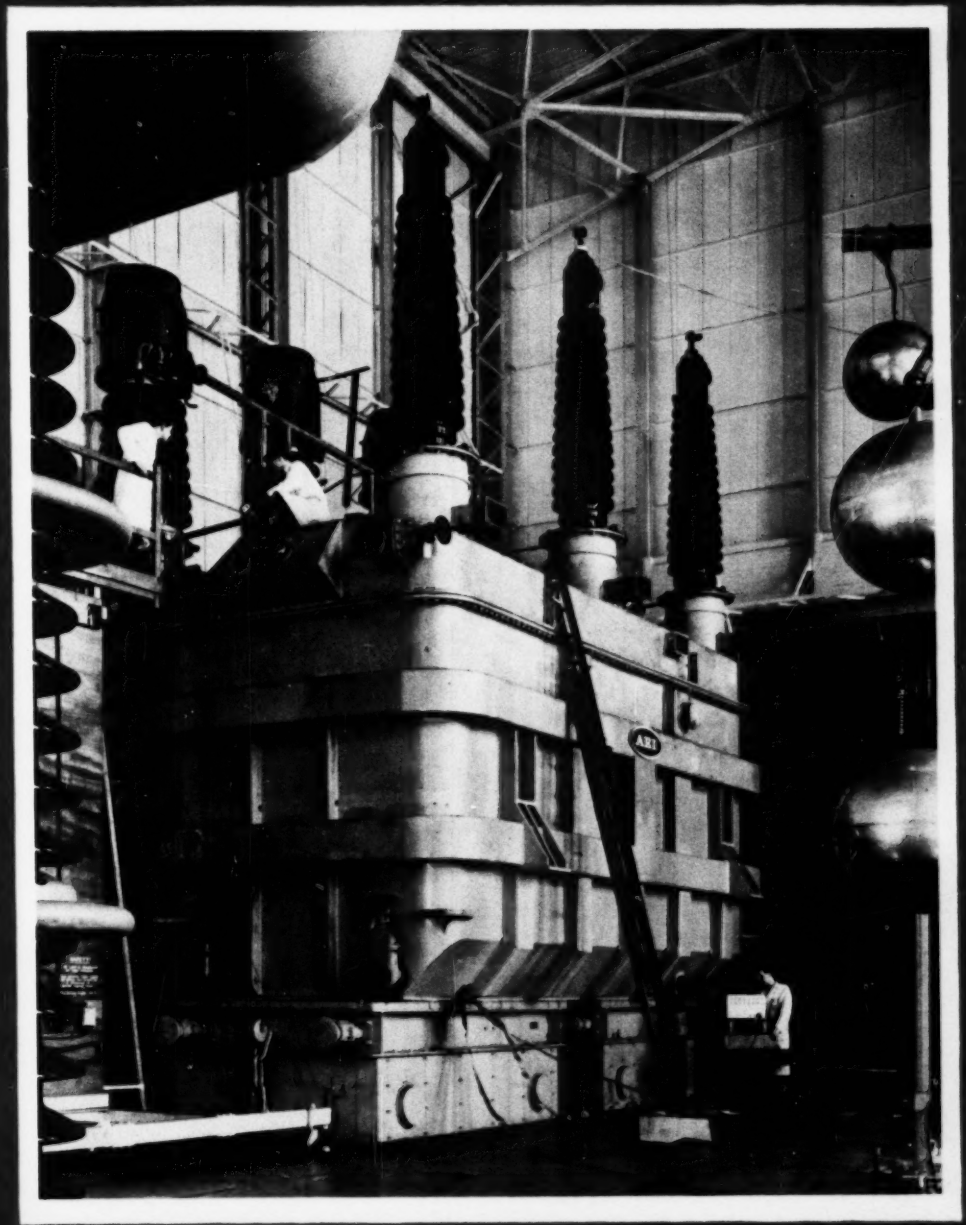

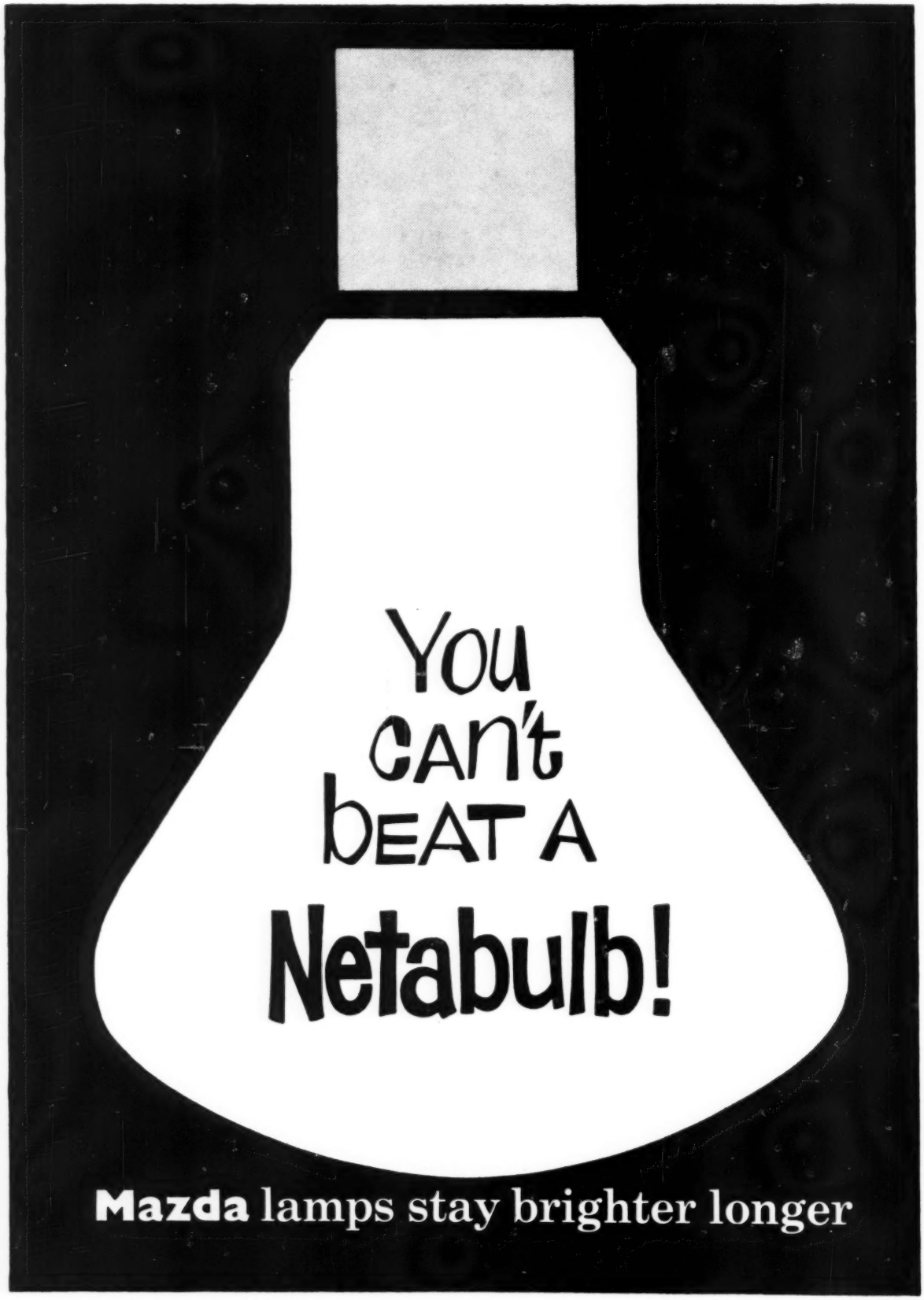
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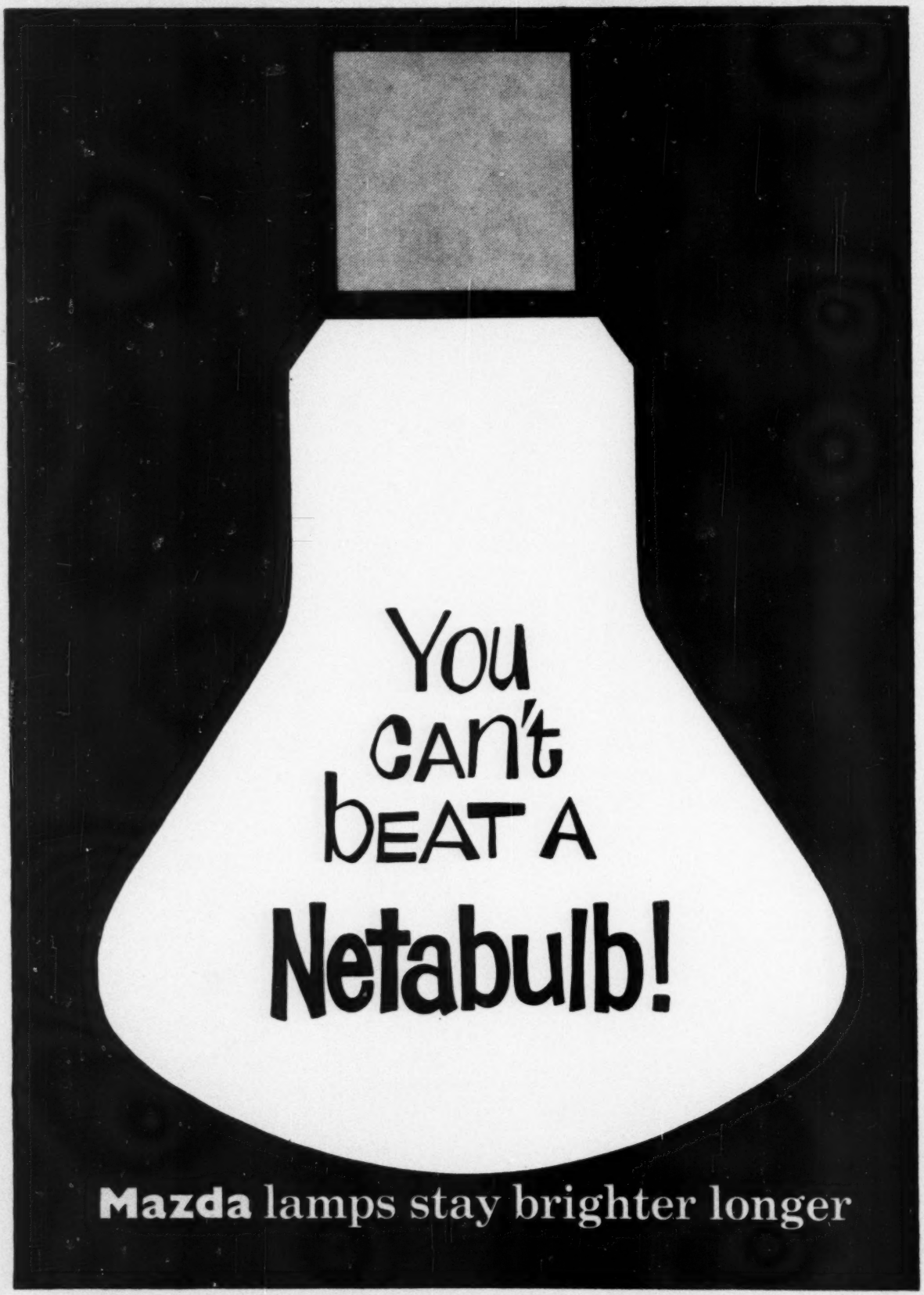
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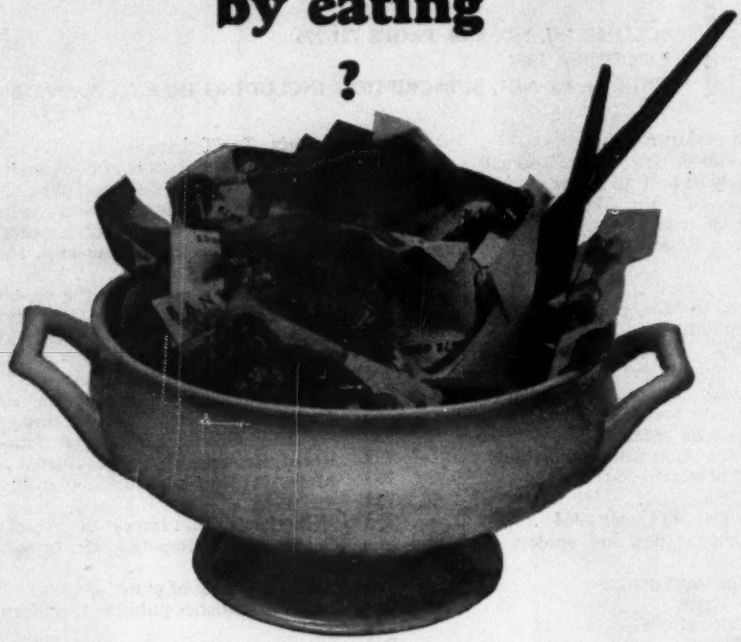
how can your family save money by eating ?



Simply by living in the North East, where the average family budget for the same food is at least 15% less than in the South East. This is just one example of how much lower the cost of living is in the North East–a worthwhile consideration when moving staff there.

More important, from a business point of view, are the financial advantages for new industry. Manufacturers can claim outright Government Grants of 25% towards cost of buildings, 10% towards plant and machinery. Free depreciation of the net plant costs enables them to be written off at any rate the manufacturer chooses. Normal investment allowances can be as high as 130% of total cost in the first year.

And the North East offers more than financial assistance alone. There is plenty of space for all kinds of new industry–and both fully serviced sites and ready-made factories are available. A hardworking, adaptable labour force is keen to serve new firms. Communications are excellent, and much money is being spent on full modernisation

With these advantages, many firms new to the region are doing very well. Now is the time to join them to benefit fully from the growing prosperity of the **new** North East.

For further information, ask your secretary to write to
The North East Development Council
20 Collingwood Street
Newcastle upon Tyne 1

stake your claim in the North East now

£25m British exhibition opens in Australia

BY JOHN DUNSCOMBE, INDUSTRIAL CORRESPONDENT, CENTRAL OFFICE OF INFORMATION.

An outstanding feature of the British Exhibition in Sydney is the Vickers Rotunda which, by the use of a huge cyclorama, gives Australians a picture of London which few Londoners themselves have ever seen – this section of a 360° view of the city from the top of Vickers House.

A WARM TRIBUTE to British business enterprise was a feature of the address by Australia's Prime Minister, Sir Robert Menzies, when he opened the British Exhibition, Australia, in Sydney, on September 25. He said British businessmen had had the imagination to realize that Australia was a place where they could invest money, skill, and even their businesses. Every year there were more partnerships between British and Australian capital.

The exhibition, staged in Sydney's Royal Agricultural showgrounds, is the first all-British exhibition to be held in the Commonwealth and the biggest Britain has ever staged overseas. It features a comprehensive display by 400 British firms and Australian Associates of British companies engaged in the production of capital and producer goods of all kinds. The value of the exhibits from Britain and Australia exceeds £25 million.

Parallel with the exhibition is a British fortnight of culture, commerce, and entertainment embracing the whole of Sydney and its suburbs. More than 1,000 of the city's retail establishments, including all big stores, are featuring British consumer goods. Many of the stores have their own exhibition devoted to various aspects of Britain and its culture.

The most spectacular event of the fortnight is a military tournament and tattoo presented jointly by the British and Australian military authorities. More than 1,000 performers, drawn from the British and Australian Services, include the biggest assembly of massed bands ever to appear in public.

The show, which goes on until October 10, is a culmination of five years' planning and the climax to a trade compaign which began with United Kingdom participation in the Melbourne International Fair two years ago. It was opened in brilliant sunshine.

Sir Robert Menzies said it might seem paradoxical for an Australian Prime Minister to open a British exhibition, but this was indicative of a trading partnership of long standing. The two countries could help each other by developing reciprocal trade.

The development of Australian industry had raised standards of living. This meant greater purchasing power and higher importation, especially of plant and raw materials for manufacturers.

Referring to Britain's second industrial revolution, the Prime Minister said Britain was again leading the world in many fields of technology and especially electronics .

'Britain and Australia have the same kind of people with everything in common, but we don't want to live just on sentiment. We do not want our relationship to exist in an atmosphere of pious after-dinner talk. We want to show that we can collaborate throughout the world in joint activity, appreciation and understanding.

'But there are many aspects of this exhibition which will go straight into the hearts of most Australians to that little pulse which beats when we remember our inheritance.'

Lord Carrington, Minister without Portfolio, representing the British Government, said the exhibition was not a suddenly conceived measure designed to halt a drop in trade between the two countries. 'This year alone,' he added, 'we have bought £250 million of goods from you and you buy more from us than you do from anyone else. Britain's capital investment in Australia is as usual running higher than any other country's since the war. British capital investment in Australia has been higher than that from all other countries put together.

'There is no lack of mutual interest in our relations, but while the actual volume of our trade with you has not decreased, our relative share of the market has dropped; it is this trend that we are determined to reverse and I am sure we are going to succeed.'

Lord Carrington added that the exhibition, as well as promoting exports, was tangible evidence of the economic partnership between Australia and Britain and a means of strengthening this partnership.

Sir Peter Runge, President of the Federation of British Industries, said:

'Today is a great day for the Federation of British Industries – the body of free enterprise British industry that inspired this splendid occasion. As its elected president, it is the crowning event of my term of office. I am proud to lead the British invasion of Australia. It is a peaceful, friendly and orderly infiltration that has been planned with meticulous precision.

'The Britons have come to demonstrate that our partnership in the Commonwealth has a real meaning and, to use words written in 1855 when Queen Victoria visited another great exhibition: "to share with her great Ally in the triumph of industry, to aid in the developments of those arts whose highest aim is the increase of domestic enjoyment, the advancement of commercial prosperity and an addition to the happiness of all mankind."

'We are old and trusted friends. Britain is a mother country in tradition and in history, but she is young at heart and in spirit. I would remind you that of her population of some 54 million, half are under the age of 35. There are over 55,000 manufacturing establishments in the United Kingdom, some which date from the old industrial revolution and many from the new; over a quarter of the goods that we now manufacture in the British Isles stem from new inventions, scientific research, and new techniques that have developed since the war.

'Obviously all these 55,000 companies could not send representatives to Sydney, but we have gathered here today an assembly of some 400 or 500 companies, many of whom manufacture both in Britain and Australia. Between them they are exhibiting a fair cross-section of the goods we have to offer; they are the fruits of our brains and our varied skills, for those are the natural resources with which we are blessed, nature having been less generous with raw materials such as abound more fortunately in Australia.

'In this exhibition I hope you will find much of interest; something to inspire; something to enjoy; something perhaps to emulate;

something to exchange or trade or buy; something to remind us of our common heritage. There is something for everybody, something for the young and the not so young. Something to amuse, something to eat and, of course, something to drink!

'Name dropping is a tedious affliction and I do not wish to keep you here by reciting the long list of people and organizations who have co-operated and who have worked long and tirelessly and with great energy, enthusiasm and ingenuity to bring about the British Exhibition, Australia. My warmest and most sincere thanks go out to them all. You will forgive me, however, if I gently let fall one name. He may not be known to many of you as yet. He is Sir Norman Kipping, the chairman of British Overseas Fairs Ltd., and the Director-General of the Federation of British Industries. It is through his inspiration, unflagging interest and remorseless drive that all this has been brought about.

'It is my privilege to call one other name. It is a very great honour to share the platform with such a renowned world statesman, your widely honoured, revered and well loved Prime Minister, Sir Robert Menzies.

'Today sees the culmination of a great working partnership, for private British industry has been working closely with the British Government. Indeed, it is only with the support of Government that it is possible to stage the exhibition, the British Fortnight and the Military Tattoo.'

Embraces all of Sydney

Sponsored by the Board of Trade and executed by British Overseas Fairs Ltd., in collaboration with the British Travel and Holidays Association and local British and Australian Government officials, the 'Fortnight' embraces the whole of Sydney and its suburbs. The industrial town of Parramatta, 12 miles to the north of Sydney, has its own event which was opened by the Mayor, Alderman Van Hopton, on October 3.

Opening in a city bedecked with British and Australian flags, with windows of the big department stores solid with British goods, it is virtually a siege of Sydney by Britain's merchant venturers. However one looks at Exhibition Australia, it already has the stamp of a great show.

It is a three-part presentation consisting of (1) the exhibition proper devoted to a display of capital and durable consumer goods of British and British/Australian industry assembled in eight pavilions in the Royal Agricultural Society's Showground; (2) A British 'Fortnight' of culture, commerce and entertainment embracing the whole of Sydney and its environs; (3) A Military Tournament and Tattoo jointly devised and presented by British and Australian military authorities.

The Sydney exposition of the trade-cum-cultural approach which has worked so well in many other theatres is unique in several ways. It is an amalgam of tradition and sentiment as well as hard economic reality. It is the first all-British exhibition to be held in the Commonwealth and the most ambitious trade event Britain has staged overseas. It is the climax to a two years' promotional campaign which began with United Kingdom participation in the Melbourne International Fair of 1963 and has been followed up by 'British Weeks' in each of Australia's State capitals.

Object of the exercise, which has induced more than 400 United Kingdom firms to exhibit at Sydney either directly or through Australian associates, is to clinch the advantage already gained by large scale, long term investment in the Australian economy. Secondary aim of the Exhibition, but main purpose of the prestige features within the associated 'British Fortnight', is to dispel any illusions lingering in the Australian mind about the quality of Britain's contribution to modern thinking and achievement. On present form the effort is likely to succeed on both counts.

It would be difficult to imagine more fertile ground for such an enterprise. In the past ten years Australia has doubled her manufacturing capacity, developing a thriving export trade (a record £A1,384 million last year) and has earned a current trading surplus of about £A250 million. Even more important is the fact that Australia's prosperity is based on planned achievement in every sector of her economy.

The British contribution to this progress is already very large indeed. Overall investment by the United Kingdom covering the whole field of Australia's secondary industries is greater than that of the rest of the world combined. Its effect is marked in the fields of heavy industrial equipment, all kinds of general and electrical engineering, automobiles, automotive parts, chemicals, metals, textiles and transport, including aircraft. Many of the British firms exhibiting at Sydney and Australian subsidiary or associate companies have made a positive contribution to the growth of the country's economy. Other firms are breaking new ground.

Mr. D. A. Lamb (left), a director and general manager of British Overseas Fairs Ltd., organizers of the exhibition; Lt. Gen. Sir William Oliver, British High Commissioner in Australia; and Mr. W. P. N. Edwards (right), managing director of BOF Ltd., watching the first stages of construction of the £100,000 British Government Pavilion.

Boundless opportunities

Their presence at Sydney is a response to the challenge implicit in the rapid expansion of Australian industry and a standard of living which continues to rise. As Australian economists point out, there are still boundless opportunities for new firms and new products providing they set high standards of efficiency and quality and are competitive. How well Britain matches up to the occasion is for Australia to judge, but a tour of the six main exhibition halls flanking the arena of Sydney's Royal Agricultural Showground is reassuring.

They range from hand and bench tools to the most sophisticated developments concerned with nuclear power and space research. All of them are relevant to the market and there are many things in the capital and consumer goods sectors which have been designed specifically for Australian needs.

Typical of this trend are the British-Saunders crawler tractors developed from experimental work in both Australia and New Zealand and designed to cope with difficult hill-side conditions.

The British Oxygen Co. and Leyland Motors have combined in one project designed to show that liquid propane gas is an economical proposition for Australia's long distance commercial 'bus routes.

Giving the customers what they want is also the keynote of the textiles being shown by the Calico Printers Association, many of whose fabrics have been specially designed for this market.

The Plessey Company are hoping to make life easier in the outback with their transistorized, battery-operated VHF radio terminal, which can link up with automatic exchanges from the remotest areas.

The British Petroleum group (BP in Australia) who have a large stake in refinery projects and the continuing search for oil are showing the types of fuels and lubricants developed for use in the Snowy Mountains hydro-electric scheme, a factor in developments which have more than doubled Australia's generation capacity in the past ten years.

Special transport exhibits

Transport exhibits including cars, commercial vehicles and aircraft have special emphasis in each sector to developments either specially designed for or particularly suitable to the Australian terrain. Cars range from British family models of types already

popular in Australia to the high powered top bracket tourers for long distance travel.

The aircraft theme covers everything from business executive planes to Britain's latest jetliner. Here also the emphasis is on passenger/cargo types specially suited to Australian needs and new operational scope. The Short-Harland 'Skyvan' shown here in mock-up form, is being offered for 'feeder' and bush services. This plane which can be converted from a freight carrier to 18 passenger capacity in a matter of minutes is attracting prospective buyers from all parts of Australia. The same firm are presenting the 1,000 miles stage category of the 'Belfast Freighter' for use on the vast number of projects envisaged within Australia's three million square miles of territory.

In the business aircraft field the Beagle 206, a 7/8-seater which is also available with five seats and a lavatory washroom, looks a winner. This plane, which can operate from grass fields or international airports at will and has a maximum standard range of 1,860 miles, is likely to have a special appeal to the Australian and New Zealand market. One of these aircraft recently made a 12,000 mile delivery flight to Australia.

British Insulated Callender's Cables, principal of the world's largest electric cable making group, has combined with its Australian affiliate companies in exhibits of high voltage cables and ancillary equipment including examples of the gas-filled submarine power cable recently used to connect power stations in the North and South Islands of New Zealand. All of the exhibits in this field are designed to illustrate the British trend to more current at less cost.

First time in Australia

Other British developments being shown for the first time to Australia include a number of high performance machines for the textile industry. Among the highlights in this sector is the Platt Bros. development of an automated spinning line which processes cotton directly from bale to draw frame sliver without intermediate handling.

Big names in the materials handling section include those of Renold Chain, Rubery Owen and Coventry Climax. High spot is a conveyor complex on which articles can be routed to pre-arranged destinations by magnetic or punched tape programming.

Associated Electrical Industries – already a 'giant' in Australia – has exhibits from its British and Australian factories. They include a new electron microscope coupled with other developments in mass spectrometry by which impurities as low as 0·001 parts per million atomic can be detected. Other of their exhibits deal with research and production in metallurgy, semi-conductor production and the checking of reactor materials.

Rolls-Royce, Hawker Siddeley, Perkins, English Electric, Vickers, British Nylon Spinners are among the many other big name firms on the 'heavy' side of the exhibition.

Carpets are high on the list among consumer exhibits. Australia, still the largest single market for the British carpet industry, took nearly a third of United Kingdom total exports last year. As with textiles, the designs are for the market.

Potters, too, are here in force to establish a new tradition and lay an old ghost. The new tradition is the representational and abstract patterns. The ghost is the Australian conception of a British pottery industry producing superb old English designs and little else. Both objects seem to have been achieved with ease. Abstract themes and the Royal Doulton figures which have been popular in Australia for nearly a century are attracting great interest.

Gold and silverware and jewellery presented under the banner of the Goldsmiths Company, Sheffield cutlery, Scotch whisky and food products from all parts of the United Kingdom are among the 'naturals' in the consumer sector.

The straight industrial theme of the main pavilions is relieved by a number of features in cultural or lighter vein. These include a display of Henry Moore's sculpture and a feature called Commonwealth Court which has a shrine enclosing copies of historic documents including the Magna Carta and the Bill of Rights. There is also a British Food Shop and a pavilion devoted to British sport, its origins and highlights. The principal feature here and one which has already attracted a good deal of interest is a replica of the Long Room at Lord's with actual contents loaned by the MCC.

The dominant attraction outside the industrial halls is a pavilion which crystallizes the purpose of the entire exercise and is called simply 'Britain '64'. Sponsored by the Commonwealth Relations Office and designed by the Central Office of Information, this impressive structure, specially built for the occasion, houses a series of exhibits which tell the story of British technical achievement in a way which, one hopes, will convince the most sceptical Australian that Britain is not only 'with it' but often way ahead. They include award winning consumer products and displays based on scientific and technical achievements which were world 'firsts'. Among the later examples illustrated here are hydro-elastic suspension and the disc brake. Current examples of work in the chemical field gives point to a 60ft. high feature representing a long chain molecule of polythene, a British discovery for which Australia along with the rest of the world has found a multitude of uses. Live demonstrations of colour television are a powerful draw to many Australians seeing it for the first time. A section devoted to electronics features the world's largest computer, the Ferranti Atlas. Aviation centres on the Concord project, a display of air safety devices and scale models of Britain's latest airliners and executive aircraft.

A space research exhibit includes models of rockets which have been successfully fired from the range at Woomera, the radio telescopes at Jodrell Bank and Cambridge and the United Kingdom 3 research satellite now in production. There is not a thatched cottage in sight!

State Days

Premiers of Australian States, Opposition leaders, Lord Mayors and many Government officials have accepted the invitation to attend the special day set aside to honour their State.

The host State, New South Wales, had its day on Monday, September 28, and South Australia winds up the series on October 9.

New Zealand also has a special day on September 30 when a 24-strong delegation was led by Mr. N. L. Shelton, Minister of Customs. Included in the New Zealand party were the Mayors of Auckland, Christchurch, Dunedin and Wellington and leaders of organizations representing the whole of the country's social and industrial structure.

All these occasions will be invested with military and official ceremonial. State flags will be raised over the showgrounds alongside the Union Jack and the Australian flag. Each visiting Premier will take the salute at the evening performance of the Tattoo. The visits underline the significance of the Exhibition for all of Australia and its interest for New Zealand.

Inaugural meeting of Australian - British Action Councils

THE recently formed Australian and British Action Councils reviewed a wide range of the major issues affecting two-way trade and investment between Australia and Britain at their first joint meeting held at the Sydney Chamber of Commerce on September 22 and 23. The Councils, set up by businessmen and industrialists from Australia and Britain to improve understanding and friendship and to promote reciprocal trade, economic co-operation, investment and tourism between the two countries, within the framework of the Federation of Commonwealth Chambers of Commerce, established a close working relationship at this meeting which augured well for the future. This was stated by Mr. Leslie Atkinson, chairman of the Australian Action Council at the end of the two days' talks.

The meeting commenced with a review of the main trends which had led to the present relative decline in the share of the trade both countries now had in each other's markets. It was recognised that certain factors in this situation were inevitable and that among these were the change in the composition of Australia's imports, the need for a diversification of Australia's trade outlets given added impetus by the British negotiations to enter the Common Market and the strong growth of Australian secondary industry.

Nevertheless, total trade between the two countries had not fallen in absolute terms and figures of proportionate shares must be kept in proper perspective. Australian imports from Britain, in fact, increased from £A19·8 million in 1931-32 to £329·6 million in 1963-4 and Britain was still Australia's largest supplier of goods and capital and her best customer.

British Week in Denmark likely to beat all records

BY J. HOLMES-LEWIS, BOARD OF TRADE JOURNAL SPECIAL REPRESENTATIVE

'THIS IS THE BEST sales effort British manufacturers have yet made in Scandinavia, and its impact has been tremendous'. This statement made to a *Board of Trade Journal* representative by a Danish retailer sums up the huge success of the British Week in Denmark which was officially opened in Copenhagen on September 25 by HRH Princess Margaret, Countess of Snowdon. This comment on the impact made by British firms during the first half of the week is indeed symbolic of Danish opinion generally. Success is no doubt due to careful pre-planning by the Week's sponsors: the Board of Trade, the British Embassy in Denmark, the Export Council for Europe, and the British Import Union in Denmark. The Week, which closes on October 4, takes place simultaneously in Copenhagen, and the three provincial cities of Aarhus, Aalborg – the largest cities in Jutland – and Odense on the island of Funen.

For ten days life in Denmark has taken a new flavour. The whole country must be included, for Denmark is much more than just Copenhagen – hence the reason for the inclusion in the 'Week' of those provincial cities in both commercial and cultural events. The main object of the Week is to stimulate the sales in Denmark of the whole range of British consumer goods through their display in shops and through small exhibitions in various hotels and stores in each of the cities. This certainly has been done. Everywhere shop windows were full of British goods beautifully arranged – there was a competition for the best display – and even in the suburbs of Copenhagen small shops showed every type from foodstuffs to hardware and textiles.

Walking down Stroeget, the 'Bond Street' or 'Regent Street' of Copenhagen, one almost believed that one was in an English city. The only difference was the absence of vehicles, for the long street is closed to traffic from four a.m. until eleven p.m. Stretched across the street throughout its length were the Union Jacks and the Danish flags, symbolizing the strong ties between Denmark – surely the most Anglicized of the European countries – and Britain. A 60 ft. high photograph of 'Big Ben' added to the British flavour of the capital city.

British manufacturers are to be congratulated on the drive they have made to increase sales in Denmark. Some firms who displayed goods even paid their own expenses to take part in the Week. An example was the Scottish Thistle Export Group, which was formed under the auspices of the Edinburgh Chamber of Commerce some 18 months ago. The Group put on a display of goods by eight member firms at the Royal Hotel in Copenhagen. These featured a range of goods including bath salts, hand printed wallpapers, electrical equipment, stationery, instant tea and coffee and linoleums.

One of the most popular displays was that of 'London's Design Centre' which was staged on behalf of the Board of Trade by the Council of Industrial Design in collaboration with the Central Office of Information in the Copenhagen showrooms of the Royal Copenhagen Porcelain Company. This exhibition showed that Britain is producing goods of modern designs which appeal to the Danish market.

Included in the display were the twelve products which won the Design Centre award this year. Of these, three – an electric bell set, garden shears, and an electric alarm clock – are already selling well in Denmark. Modern designs in gold, silver, jewellery and craft pottery, men's quality suitings shown in co-operation with the National Wool Textile Export Council, toys, tableware, furniture, fabrics, carpets and other products for the home attracted considerable attention from Danish customers.

Clothes are always a popular feature of any special display. So it was not surprising to see the great enthusiasm shown for the display of British fashions organized by Vogue magazine at the Ambassadeur, Palace Hotel, Copenhagen. The show, which was commissioned by the Board of Trade, was organized by Miss Rosemary Cooper of British 'Vogue' and was directed by Mr. Michael Whittaker. The clothes were selected purely on fashion merit and ranged from top-price ready-to-wear items, down to inexpensive good quality garments. A large number of coloured tweeds and light-weight woollens was included, as well as a small selection of British men's wear. In all 66 British fashion houses were represented.

It is reported that the enthusiasm of the Danish people for the British Week in Aarhus, Aalborg and Odense was equal to that shown in Copenhagen. In all, during the Week more than 900 British manufacturers displayed consumer goods in more than 10,000 stores and shops in the four cities.

The Royal opening

IN HER OPENING speech in Copenhagen's impressive Town Hall, HRH Princess Margaret, who was accompanied by her husband, Lord Snowdon, HM Queen Ingrid of Denmark and HRH Princess Benedikte, said : 'Denmark and Britain have, I think, many things in common: we have ancient traditions of which we are both properly proud. Our many contacts with each other over the North Sea throughout the centuries have had their influence in giving us a similar outlook on many of the most important things of life. We are concerned with one of the outstanding characteristics which we have in common – we are both nations which live by trade. It is our life-blood, and we believe that anything which can increase our trade with each other must be to the advantage of us both.

'Much has already been done through the partnership which has been created between us in the European Free Trade Association. We hope that this British Week will not only serve to emphasize the importance which we attach to this bond between us, but also to give a further stimulus to our mutual trade. In Britain, we have the reputation of being traditional – perhaps too traditional. But it is our practice, as I know it is the practice of Denmark too, to meet the challenges of new ages by building new things from traditional foundations. You will, I hope, see, during the Week, how well our industry is achieving this task.

'It is in the firm belief that this Week will serve to strengthen and increase the friendship and commerce between our two countries that I have great pleasure in declaring the British Week in Denmark open.'

The Royal Party at the opening ceremony. With HRH Princess Margaret (second left, front row) are HRH Princess Benedikte (left), HM Queen Ingrid of Denmark (third left) and Lord Snowdon (right).

HRH Princess Margaret accompanied by the Hon. J. P. E. C. Henniker-Major, HM Ambassador in Denmark chat as they walk along Stroeget, one of the principal shopping centres in Copenhagen.

One could not fail to notice the extreme popularity of the British policemen and policewomen who were on duty with the Danish police; the London Transport bus which carried visitors on a sight-seeing tour of their own city, and, of course, the British 'pub' erected on the site of the pavement 'summer' cafe of Frascati's restaurant in the City Hall square, Mr. V. B. Temple, the export manager of Whitbread and Co. Ltd., who were responsible for the organization and the building of the 'Inn', said that they had sold about 8,000 half pints of beer daily during the three days before the official opening of the Week. This daily figure, he said, was as much as an average British public house would sell in a week. So popular was the 'Inn', that the Danes have requested it to be kept on after the Week has closed.

In addition to the static displays in the four cities some firms organized mobile exhibitions to tour the country showing their displays of various products.

On the cultural side there were performances by the Bristol Old Vic Company, the Western Theatre Ballet, the London Philharmonic Orchestra, the Melos Ensemble Chamber Music, film premières, lectures on contemporary British sculpture and on the problems of modern design in Britain. Documentary films featured life in Britain and progress in British industry, and in a more concrete form there was a motorcar cavalcade at which some 24 different makes of British vehicles drove in procession through the city.

Another very well attended feature of the Week was the Military Tattoo at Rosenborg Castle. A table-laying competition, a school essay competition, several concerts by British 'Pop' groups, dancing, football matches, a tennis tournament, and even a 'knock-out' darts competition all added spice to this further cementation of Anglo-Danish relationships.

Commenting on the Week, Sir William McFadzean, chairman of the Export Council for Europe, told me, 'This Week has been British industry's biggest and most penetrating sales promotion to date of consumer goods in continental markets. I think we can owe the success of this venture to the careful pre-planning and the magnificent support we have had from the Danish retailers. One British firm of clothing manufacturers has already sold out the substantial supplies earmarked for this promotion, and has had to ask for a fresh consignment by air to meet the demand in Danish shops. Although it is too soon to guess at any overall estimate in terms of cash sales, I would say that this Week in Denmark is shaping up to beat all records.'

Mr. Eric Tersling, chairman of the British Import Union in Denmark, said at the opening ceremony that on both sides of the North Sea we agreed that successful commercial relations could only be attained by two-way trade. Many good results had already been reached through EFTA, and the rapid dismantling of trade barriers within the EFTA countries would no doubt in future years prove of immense importance to our two countries.

'The United Kingdom enjoys preference in the Danish market, but this is certainly not due to EFTA alone. Far more important is the long-standing friendship between our two countries, revealed, I think, by the unexpectedly large response of British industry to the call for a British Week in Denmark. In the same way, the active interest aken by Danish importers and retailers in the Week has surpassed the t expectations of even the most optimistic among us. For those who have not visited Britain, it will be a chance to experience in part the Britain of today, a modern Britain building on century-old traditions, a competitive and vigorous Britain, and most of all, a Britain which is an old friend.'

Sir William McFadzean said that in recent years the trend of trade between our two countries had been upwards. British exports to Denmark had risen by over one-third in value since 1960 and were now running at the rate of over 2,400 million Kroner – £120 million – per annum. Over the same period Danish exports to Britain had risen by about one quarter to 3,600 million Kroner – £180 million – per annum. Thus whilst our percentage increase was greater than the Danish, they were still doing a far greater volume of sales to us than we were to them. 'We are delighted to be your best customer but hope to make Denmark an even better customer of Britain. Our share of your market is still only some 15 per cent in spite of our proximity and our partnership in EFTA'.

Continuing, Sir William said it was his privilege and responsibility to speak on behalf of the British Government as well as British Industry, and to express most grateful thanks to the so many who had helped so much to organize this British Week. Much effort had naturally gone into it by many British people in Denmark and in Britain. He referred to the work done by the Hon. J. P. E. C. Henniker-Major, the British Ambassador in Denmark and his staff: by the Board of Trade: by British industry and commerce; and by his colleagues in the Export Council for Europe in general and Mr. Alex Abel Smith in particular. He also referred to the efforts of the Danish Government and Departments, the many municipal officials and colleagues in Copenhagen and the other three cities in which we were operating, the Danish shops and stores; and Mr. Tersling and the British Import Union.

A view of the exhibition entitled 'Britain in Bloom', which was opened in the Odense Town Hall by Mr. Harold D. S. Cole, chairman of the Royal Photographic Society in Great Britain.

Minister of State attends inauguration of Algerian pipe line

MR. EDWARD DU CANN, Minister of State, Board of Trade, accepted an invitation from the Government of Algeria to attend the inauguration on September 28 of the work on the new Algerian oil pipe line. The ceremony took place on site some 40 miles from Laghouat (which itself is about 200 miles south of Algiers in the Saharan Atlas Mountains).

The new pipe line is being built by the British firm Constructors John Brown Ltd. and will cost £25 million. A loan of three-quarters of this amount is being made by a consortium of British firms interests.

Mr. du Cann renewed his acquaintance with President Ben Bella and Mr. Bachir Boumaza, Minister of National Economy, whom he met when he visited Algeria in the spring of this year and when Mr. Boumaza spent a week in Britain in May. The Minister took the opportunity to visit the British Pavilion at the Algiers International Fair.

At the inauguration on September 27 of the plant at Arzew which is to liquefy methane gas for shipment to Britain, a senior official of the Ministry of Power represented HM Government. The Gas Council has entered into a fifteen year agreement to buy Algerian methane and shipments, which are starting shortly, will rise to £6·5 million a year.

The obtaining of the pipe line contract by a British firm is an important step in the strengthening of commercial relationships between Britain and Algeria. A mission of businessmen arranged by the Council of Middle East Trade (COMET) and led by Sir Edwin Chapman-Andrews is at present visiting North Africa and has been in Algeria this week.

British exports (including re-exports) to Algeria in the first seven months of 1964 were £1·6 million compared with £1·0 million and £1·2 million in the same periods of 1963 and 1962 respectively. Imports from Algeria in the first seven months of 1964 were valued at £4·5 million and in the same periods of 1963 and 1962 £4·9 million and £6·3 million respectively. British exports consist principally of non-electric machinery, metal manufactures and vehicles. Our main imports are iron ore, esparto grass, animal feeding stuffs, oil and fruit and vegetables. The large decline in imports between 1962 and 1963 was due to a fall in imports of iron ore.

In a statement issued to the Press on September 28, Mr. du Cann said: 'This new pipe line, on which work is being started today, is an example of export enterprise which it would be hard to better. This contract, worth some £25 million, is the largest contract ever awarded to a British firm in North Africa and is the biggest development contract placed by Algeria since independence. It has been made possible by the combined efforts of the contractors, Constructors John Brown Limited, of the consortium of British banking and insurance interests who provided the loan to cover three-quarters of the cost of the contract, and of the Export Credits Guarantee Department who issued a financial guarantee to cover the loan. The Financial Guarantee is, in fact, the third largest issued my ECGD and the contract is probably among the 'top ten' ever covered by the Department. I want to congratulate all concerned on their efforts.'

The new pipeline meant a great deal to Algeria. Oil was basic to the Algerian economy. The new pipeline was needed if more oil was to be moved from the oil fields in the Sahara and the country was to benefit more fully from her natural resources.

Mr. du Cann said that our first treaty of commerce with the Algerian authorities was signed in 1682. Trade between Britain and Algeria had not, however, so far been very large. Both countries had their traditional trading patterns – Algeria with France, Britain with the Commonwealth, EFTA and so on. But both Britain and Algeria had one aim in common – to diversify their trading relationships and to seek out new trading opportunities wherever they could be found.

'A promising new chapter in our commercial relations is now beginning,' the Minister added. 'Yesterday saw the opening at Arzew of the new plant to liquefy methane gas for shipment to Britain. The shipments made under the 15-year contract with the Gas Council will ultimately be worth £6·5 million per annum and will significantly increase Algerian sales to Britain. We also wish the Algerians success in increasing their other exports to Britain – fruit and vegetables for example – for which there are good prospects.

'At the same time we believe that this will give Algeria scope for buying more from Britain. I know from my own visit to North Africa last spring that British goods, and especially British plant and machinery, have a reputation for quality and competitiveness second to none. I hope that British firms will take maximum advantage of this. I am particularly glad that a mission of British businessmen is now visiting the Maghreb countries and is present, this very week, in Algeria.

'All these events, the new pipeline, the methane contract and the British trade mission, show the importance which Britain attaches to Anglo-Algerian trade. I am confident that it will grow steadily over the next few years to the benefit of both our countries.'

Committee for exports to the United States

LORD WATKINSON, Group Managing Director of Schweppes Ltd., announced on September 23 at the firm's London headquarters the formation of a Committee for Exports to the United States under his chairmanship. All those who have agreed to serve on this new Committee have wide practical knowledge of selling and marketing in the United States and regularly visit that country on business. Membership of the Committee is limited to a term of three years and all its members serve on a personal and voluntary unpaid basis.

The Committee was set up by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, with a mandate to do everything possible to encourage and promote British exports to the United States of America. Lord Watkinson said he did not believe that British industry as a whole was apathetic about the United States market. The figures spoke for themselves, with exports to the United States in the first seven months of 1964 already £11·4 million in excess of those for a comparable period last year.

The first task of the Committee will be to build on success and encourage British exporters to develop still wider markets in the United States.

Lord Watkinson, as chairman of CEUSA, is already a member of the British National Export Council. With Mr. Fred Davies, the Secretary of his Committee, he will be visiting America in November to meet members of the British Chambers of Commerce and HM Government representatives in San Francisco, Los Angeles, Chicago and New York, amongst other export engagements.

Other members of the Committee are:

Mr. A. Barraclough, Deputy Export Manager, The English Electric Co. Ltd.

Mr. Donald Byford, Chairman, D. Byford & Co. Ltd.

Mr. J. F. Bramley, Director of Exports, The British Motor Corporation Ltd.

Mr. Frank V. Brook, Chairman and Joint Managing Director, Brook Motors Ltd.

Mr. G. E. Knight, Director, British Aircraft Corporation (Operating) Ltd.

Mr. George W. Odey, Chairman and Managing Director, Barrow, Henburn & Gale Ltd.

Mr. Derek W. Pritchard, Vice-Chairman, Allied Breweries Ltd.

Mr. R. W. Sturge, Chairman, Lloyd's.

Sir Basil Smallpiece, Director, Cunard Steamship Co. Ltd.

Mr. Robert Wonfor, Marketing Director, Vickers Engineering Group.

Representatives of Government Departments

Mr. Harold Bailey, Under Secretary, Board of Trade.

Mr. J. O. Rennie, Assistant Under Secretary of State, Foreign Office.

Secretary

Mr. Fred Davies, Head North American Department, Federation of British Industries, 21 Tothill Street, London, S.W.1. Tel. Whitehall 6711.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6).*

EFTA publishes Fourth Annual Report

THE European Free Trade Association this week published its Fourth Annual Report, covering the twelve months from July, 1963 to June, 1964.

The Report sums up the period as 'another year of consolidation and constructive activity for the European Free Trade Association. Production and trade in the EFTA countries continued to show steady gains; trade barriers inside the EFTA market were further reduced; and the EFTA countries continued their efforts to promote the liberalization of trade on a world-wide scale. The far-reaching decisions taken at the Ministerial meeting of the EFTA Council in Lisbon in May, 1963, are now being put into effect: by the end of 1966, EFTA will have become a single market of 100 million people, almost completely free of tariffs and other restrictions on industrial goods traded between the EFTA countries'.

Establishing the free trade area

The Report records the many aspects of the work being carried on by EFTA to establish the free trade area.

Successive reductions in tariffs charged by the EFTA countries, including Finland, on their industrial imports from one another have now brought these tariffs down to only 40 per cent of their 1960 level. Studies have been undertaken of a wide range of matters – administrative practices, restrictive business practices, double taxation, etc. – which might hinder trade when tariffs and quantitative restrictions have been abolished.

Further steps were taken during the year to encourage agricultural trade within EFTA; in particular, the Association embarked on its first review of EFTA agricultural trade. Co-operative action was begun, through the establishment of an Economic Development Committee, to assist EFTA countries with problems of development. The role of the Consultative Committee, which helps EFTA to maintain contact with representatives of the economic life of member countries, was further developed.

Expansion of world commerce

Describing progress in the current Kennedy Round trade negotiations in the GATT during the year, the Report notes that 'the identity of purpose of the EFTA countries and their harmony of outlook in the main issues have enabled them to reinforce with conviction the efforts for agreement on the widest possible scale'. The Report points out that 'a successful outcome would contribute to . . . an expansion of world trade and the progressive removal of trade barriers' and 'would make a valuable contribution towards mitigating the problems in Europe arising from the existence of two separate market groupings'.

Another major event of the year was the United Nations Conference on Trade and Development, in which the EFTA countries played a full and constructive part, recognizing 'the opportunity offered by the Conference . . . to work together with the developing countries in efforts to expand and develop their economies'.

The Report recalls that 'the EFTA countries have been concerned to minimize any adverse consequences of the progressive establishment of two trading groups in Europe, and to avoid serious divergencies on questions of commercial policy or technical matters such as standardization and patents. To this end, they have kept one another informed about their contacts with members of the European Economic Community and with the Commission'. Austria reported fully on the exploratory talks which it had during the year with the Community.

The Report states: 'At the close of its fourth year of existence, EFTA is fortunate in facing no immediately pressing difficulties. Its task in its fifth year will be to consolidate its own development and to seek all possible means of liberalizing world trade, thereby contributing to its long-term objective of a single market embracing all of Western Europe'.

Economic trends in EFTA

An important section of the EFTA Annual Report surveys economic trends in the area. The past year brought 'continued and even increased prosperity' to Western Europe. Mid-1963 was a turning point for several EFTA countries, including the United Kingdom, and since the latter's production accounts for more than half the EFTA total, this revival 'transformed' the annual economic growth rate for the group as a whole. 'The combined gross national products of the EFTA countries rose by 3.7 per cent in real terms in 1963, or double the increase of the previous year'.

EFTA commodity exports to the rest of the world (including intra-EFTA trade) in 1963 were 8·2 per cent higher than the 1962 figure and 1·4 per cent higher than the average annual rate of increase in EFTA exports since 1959. Total EFTA commodity imports from the rest of the world in 1963 showed an increase of 6·8 per cent over 1962. The largest increase in EFTA trade in the past year was again within Europe.

Intra-EFTA trade in 1963 showed an increase of 11 per cent over the previous year, maintaining the same average rate of growth as has prevailed since 1959. This trade represented 22·8 per cent of total EFTA exports, compared with 19·8 per cent in 1959.

EFTA exports to the EEC increased in 1963 as fast as intra-EFTA trade, and exports to the United States continued the recovery which began in 1962. In both these cases, imports rose less rapidly. EFTA trade in 1963 with the developing countries, however, was marked by a sharp increase in imports and only a small increase in exports.

The Fourth Annual Report of EFTA may be ordered from HM Stationery Office, price 5s. (5s. 6d. by post).

Print for Exporters

'PRINT FOR EXPORTERS', an 84-page supplement to the October issue of *Design* (the Council of Industrial Design's magazine), has been sponsored by the Board of Trade to help manufacturers to improve the quality of the print used to promote exports. The supplement – to quote from its introduction – 'does not tell manufacturers how to export . . . it deals with just one aspect of exporting: the use of printed material in finding new customers and keeping old customers happy'. It surveys the use of print by successful exporters, and shows how other British manufacturers can benefit from their experience.

The supplement illustrates about 50 examples of print used by manufacturers in this country, and, under the heading of 'What are we up against', also illustrates some notable examples of export print used by our foreign competitors. 'Print for Exporters' is concerned with the problems of design, 'copy', translation, production and printing. The supplement has been compiled and written by Alec Davis, former editor of *Design* magazine and present head of Alec Davis Designers Ltd. The content is based on extensive research by Mr. Davis among manufacturers – large and small – in many parts of the country, with an emphasis on the progressive medium-sized businesses which are among our most successful exporters.

'Print for Exporters' will be distributed by the Board of Trade on a selective basis to firms with export interests and to member firms of prominent trade organizations in addition to UK readers of *Design*: 50,000 copies have been printed in all.

A special advisory service for users of print for exporters will be available from October 1. Alec Davis will act as consultant to the service, which will advise on all matters covered by the 'Print for Exporters' supplement. Only postal inquiries can be accepted and these should be addressed to Print for Exporters Advisory Service, Council of Industrial Design, 28 Haymarket, London, S.W.1. Continuation of this scheme depends on the use made of it.

Visit of Congo officials

THREE OFFICIALS from OTRACO (L'Office d'Exploitation des Transports Congolais) in the Democratic Republic of the Congo, will visit Britain as guests of Her Majesty's Government from October 16 to 30. They are Monsieur Kabasubabo, President of the OTRACO management committee; Monsieur Pioka, Director of Operations (Railways) and Monsieur Maholo, Technical Director (Railways).

In their programme they hope to include visits to organizations concerned with railways, road and river transport and ports.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Supply of cinema films to exhibitors referred to Monopolies Commission

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, announced, in answering a Parliamentary Question on July 30, that he proposed to refer to the Monopolies Commission for investigation and report the supply of cinematograph films to exhibitors. The reference was made on September 23 (see text below).

Any person or organization wishing to offer evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Reference to the Monopolies Commission — Films

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948'), as amended by the Restrictive Trade Practices Act 1956, applies prevail as respects the supply of films.

(2) Now, therefore, the Board of Trade in pursuance of section (2)1 of the Act of 1948, as so amended, hereby refer to the Monopolies Commission the matter of the supply in Great Britain of films to exhibitors for exhibition in cinemas.

(3) The Commission shall as respects such supply investigate and report on whether conditions to which the Act of 1948, as so amended, applies in fact prevail and, if so, in what matter and to what extent.

(4) The Commission, if they find that the conditions in question prevail, shall also investigate and report on:

(1) the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and

(2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

(5) In this reference:

'cinema' means any premises in Great Britain used for the exhibition of films;

'exhibition' means exhibition to the public;

'exhibitor' means a person carrying on the business of exhibiting films to the public in Great Britain;

'film' means any record, however made, of a sequence of visual images, which is a record capable of being used as a means of showing that sequence as a moving picture.

Dated September 23, 1964.

D. R. SERPELL,
A Secretary of the Board of Trade.

Notes:

The Monopolies Commission was set up by the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948. The Board of Trade are empowered to ask the Commission to inquire into monopoly situations (that is, where one firm or group supplies or is supplied with at least one-third of the total goods supplied) and into 'oligopoly' situations (that is, where two or more firms (which together supply or are supplied with at least one-third of the goods) so behave as to restrict competition, but without any agreement between them to do so).

The decision to make a reference in no way prejudges the question, whether or not any aspect of the monopoly or 'oligopoly' operates against the public interest. It will be for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

It appears to the Board of Trade that the legal conditions for a reference are satisfied for films because two firms together (Ranks and ABC) take more than one-third of the films supplied for exhibition in the United Kingdom, in circumstances to which S.3(1) (a) and S.3(2) of the 1948 Act appear to apply.

In February the Cinematograph Films Council, the statutory advisory body on films, submitted a Report on the Structure and Trading Practices of the Films Industry (Cmnd. 2324). The Council accompanied this Report with a number of recommendations, including one about increasing, if practicable, competition in the exhibition of films.

The Monopolies Commission is at present conducting investigations into the supply of detergents and colour films and into the 'solus sites' system (tied petrol stations).

The Government have announced proposals for strengthening the Monopolies Commission and making various alterations in its procedure, but these will involve legislation. The reference announced today will be undertaken under the existing procedure.

It should be noted that under the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, the conditions which warrant a reference as regards the supply of goods can prevail in relation to the acquisition of the goods suppled as well as in relation to the process of supplying them.

Assistant Official Receiver appointments

MR. ALBERT ROUT has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Croydon, Guildford and Kingston-upon-Thames with effect from October 1.

Mr. Walter Bailey Gibbs has been appointed to succeed Mr. Albert Rout as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Southend and Chelmsford and also for the Bankruptcy District of the County Courts of Hertford and St. Albans with effect from September 21.

The Board of Trade also announce that the appointment of Mr. Charles Rawlinson as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Canterbury, Rochester and Maidstone has been revoked. This revocation, which is consequent upon the transfer of the officer concerned, takes effect on September 28.

Official Receiver in Bankruptcy — Watford

THE BOARD OF TRADE announced on September 22 that with effect from October 19, 1964, the address and telephone number of the Official Receiver in Bankruptcy, Watford, will be 40 Clarendon Road, Watford, Herts. (Tel. Watford 1022).

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Imports of coffee under the International Coffee Agreement

THE INTERNATIONAL Coffee Agreement, to which the United Kingdom is a party, came into effect on July 1, 1963. It provides export quotas for exporting members which will be controlled by an obligatory system of certificates of origin and certificates of re-export in both exporting and importing member countries. The certificate system was implemented by exporting members on April 1, 1964 and will come into operation in importing member countries as from October 1, 1964. The International Coffee Organization, which is the controlling body of the Agreement, has laid down the form of the certificates and instructions for their completion and issue. In Notice to Importers No. 1080 dated September 29, 1964, the Board of Trade give details of the licensing arrangements which will apply for imports into the United Kingdom as from October 1, 1964.

The Open General Import Licence is being amended with effect from October 1, 1964 to make individual licences necessary for all imports of 'coffee, *other than husks or skins*, and extracts, essences or concentrates of coffee and preparations based thereon' (ex headings 09.01 and 21.02 of the Customs Tariff). Copies of the Amendment will in due course be available from HM Stationery Office. A parallel amendment should be made to the Summary of Import Licensing Regulations (Notice to Importers No. 1000 as amended by Notice No. 1040) by the addition of coffee, as defined above, after the entry relating to coal in Part I of the First Schedule. The item should be preceded by X to indicate that it applies to the Scheduled Territories as well as to all other countries.

There will be no limitation on the amount of coffee, as defined in paragraph 2 above, which may enter the United Kingdom when consigned from other member countries of the International Coffee Agreement, whatever the country of origin. Open (i.e. unrestricted) individual licences will be issued, on application, to any trader to cover imports consigned from countries listed in the Appendix to this Notice, subject to the condition that for all quantities greater than those specified below, properly authorized certificates of origin or certificates of re-export in the form laid down by the International Coffee Organization, identifying the consignment, must be surrendered to Customs before the goods can be cleared.

Consignments not exceeding 300 kilogrammes net of green coffee, or the equivalent thereof (see table below), are exempted from the certificate system but remain subject to import licences except where exempted by Customs under their concessionary arrangements for samples and gifts.

Table of equivalents:

Green coffee	300 kilogrammes net	(662 lbs.)
Roasted coffee	252 " "	(556 lbs.)
Soluble or liquid coffee	100 " "	(221 lbs.)
Coffee berries	600 " "	(1,323 lbs.)
Parchment coffee	375 " "	(827 lbs.)

Consignments in transit on October 1, from countries listed in the Appendix for which it has not been possible to obtain a certificate will be specifically licensed on application. Consignments exempted from certification in accordance with the above would be covered by the open individual licence.

Imports from countries other than those listed in the Appendix will also be admitted without limitation of quantity for the time being. Open individual licences will be issued on application and no certificates will be required.

Separate applications (on form ILB/A or TIP/A) should be made for licences. Those for open individual licences should indicate whether they relate to trade with participating countries or with non-participants under the International Coffee Agreement. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address and the description of goods (coffee and preparations containing coffee) should be entered but no other information. Applicants who wish to effect entry at more than one port, or through more than one importing agent, should make out separate application forms for as many licence documents as they require. For specific licences, additionally, the quantity in transit should be entered on page 2 in cwts. and the countries of consignment on page 3 and copies.

Sir Gordon C. Witteridge (left), British Ambassador, Rangoon, accompanied by Mr. S. G. Cashman (centre), Assistant Controller, Board of Trade Office for Scotland, visited the Glasgow factory of the Caterpillar Tractor Co. Ltd., recently where he saw the production of track-type tractors and wheel and track-type loaders, and the recently completed 84,000 sq. ft. extension which cost £2.75 million. The Ambassador is being shown a Cat D8H tractor by Mr. K. S. Orr (right), the firm's earthmoving representative.

Open individual licences will be made valid initially for twelve months from October 1, 1964 but may be amended before the expiry of that period should changes in the certification arrangements be decided upon by the International Coffee Agreement.

Notes for the information of importers and exporters of coffee

The following notes are solely to assist traders in understanding certain aspects of the 'certificate system' and are not part of the Notice to Importers. Inquiries concerning these notes should be addressed to the Ministry of Agriculture, Fisheries and Food, Tropical Foodstuffs Branch, Great Westminster House, Horseferry road, London, S.W.1.

Export of coffee from the United Kingdom

The provisions of the Agreement relating to the issue of certificates of re-export also come into force on October 1, 1964. A certificate will be necessary when coffee which has entered the country is subsequently exported in the same form and also when the coffee has changed its form – for example, when different types or grades of coffee have been blended or when green coffee has been processed into roasted, liquid or soluble coffee. As from October 1, 1964 every export of coffee from the United Kingdom, in whatever form, should be covered by an official certificate of re-export which has been certified by an agency designated for that purpose. The certificate should accompany the shipping documents to ensure import clearance in member countries of the International Coffee Agreement. A copy of the certificate will be forwarded to the International Coffee Organization by the certifying agency.

Chambers of Commerce affiliated to the Association of British Chambers of Commerce have been designated as the certifying agencies qualified to issue such certificates in the United Kingdom. Certificate forms may be obtained from offices of the Chamber of Avonmouth/Bristol, Birmingham, Hull, Liverpool, London, Manchester, Newcastle-upon-Tyne, Southampton, Glasgow, Leith and Belfast. They should be completed by the exporter in respect of each consignment in accordance with the instructions printed thereon and with the Chamber's rules.

Exemptions

The small quantity exemptions from the need to furnish certificates apply equally to exports of coffee.

Splitting of certificates for parcels of coffee in transit

A single certificate of origin or re-export covering a parcel of

coffee in transit may be exchanged for two or more replacement certificates. Replacement forms and instructions for their completion may be obtained from the above-mentioned certifying agencies.

Change of destination

If the destination shown on a covering certificate is not that into which the coffee is being imported, the instructions issued by the International Coffee Organization require the holder of the certificate to have the entry corrected by an authorized certifying agency (either in the United Kingdom or elsewhere).

APPENDIX

INTERNATIONAL COFFEE AGREEMENT

Participating countries from which certificates of origin or re-export are required

Argentina
Australia (including Papua and New Guinea)
Austria
Barbados
Belgium
Brazil
Burundi
Cameroon
Canada
Central African Republic
Columbia
Congo (Leopoldville)
Congo (Brazzaville)
Costa Rica
Cuba
Dahomey
Denmark
Dominican Republic
Ecuador
El Salvador
Finland
France
French Territories:
French Guiana
Guadeloupe
Martinique
Reunion Islands
Comores
New Caledonia
Polynesia
Gabon
Germany (Federal Republic)
Ghana
Guatemala
India
Indonesia
Ivory Coast
Japan
* Kenya
Madagascar
Mexico
Netherlands
New Zealand (including Cook Islands)
Nicaragua
Nigeria
Norway
Panama
Peru
Portugal (including Cape Verde Archipelago, Macao and Dependencies, Mozambique, Portuguese Guinea, Sao Tome and Principe Timor)
Portuguese Angola
Rwanda
Spain (excluding Spanish Guinea)
Sweden
Togo
Trinidad and Tobago
Tunisia
Uganda
United Republic of Tanganyika and Zanzibar
USSR
United States
Venezuela

* Kenya has not yet acceded to the Agreement, but is participating in the certificate system.

Imports of grapefruit and orange juice from the dollar area

IN Notice to Importers No. 1082 of October 1, 1964, the Board of Trade announced that the quota for imports from the Dollar Area of grapefruit juice and orange juice during the twelve months commencing October 1, 1964 will be at the unchanged level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate which may continue to come in from the area without restriction under the Open General Licence.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

'The value of grapefruit juice and orange juice (other than unpasteurised frozen orange juice concentrate) originating in and consigned from the Dollar Area, which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1963 to date was £.....c.i.f.

Signature .....
Date ..... Status .....
(Owner, partner, company director, company secretary)'

Note: Figures for the two varieties of juice need not be shown separately.

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A (or TIP/A), should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4., not later than October 13, 1964. Page 1 of the form should be completed; on page 2, the amount of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (grapefruit juice and orange juice) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States, Venezuela.

Imports of canned grapefruit from the dollar area

IN Notice to Importers No. 1083 of October 1, 1964, the Board of Trade announced that the quota for imports of canned grapefruit from the Dollar Area during the twelve months commencing October 1, 1964 will be at the unchanged level of £450,000 c.i.f.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

'The value of canned grapefruit originating in and consigned from the Dollar Area which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1963 to date was £.....c.i.f.

Signature .....
Date ..... Status .....
(Owner, partner, company director, company secretary)'

It may be possible to admit a limited number of newcomers to the quota and applications will be considered from traders who can give evidence of an interest in the canned fruit trade.

Applications, on form ILB/A (or TIP/A), should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4., not later than October 13, 1964. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (canned grapefruit) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States, Venezuela.

Imports of bananas from the dollar area

IN Notice to Importers No. 1084 of October 1, 1964, the Board of Trade announced that the quota for imports of bananas from the Dollar Area during the twelve months commencing October 1, 1964 will be at the unchanged level of 4,000 tons.

Applications for licences under this quota can be considered only from previous licence holders and they should be accompanied by a return of imports in the following form:

'The value of fresh bananas originating in and consigned from the Dollar Area which were cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1963 to date was £.....c.i.f.

Signature .....
Date ..... Status .....
(Owner, partner, company director, company secretary)'

Applications on form ILB/A (or TIP/A), should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4., not later than October 13, 1964. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and the description of goods (fresh bananas) should be entered.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 *as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at* **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shopper's Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 16, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.52	Samarium trioxide	Samarium oxide	December 31, 1965	6598
29.01	Perylene	As in previous column	December 31, 1965	6596
29.13	2:6-Dihydroxyacetophenone.	As in previous column	December 31, 1965	6597
29.15	1:8:9:10:11:11-Hexachlorotricyclo [6:2:1:0:2:7] undec-9-ene-4:5-dicarboxylic anhydride.	1, 2, 3, 4, 9, 9-Hexachloro-1, 4, 4a, 5, 6, 7, 8, 8a-Octahydro-1, 4-methanonaphthalene-6, 7-dicarboxy licanhydride.	December 31, 1965	6563
29.22	Spermidine	As in previous column	December 31, 1965	6595
29.23	2:2-Diethoxyethylamine	Amino acetol (amino acetaldehyde diethylacetol).	December 31, 1965	6592
29.24	Tridihexethyl chloride	3-Diethylamino-1-cyclohexyl-1-phenyl-1-propanal-ethochloride.	December 31, 1965	2506
29.31	2-Mercaptoethylammonium chloride.	2 Mercapto ethylamine hydrochloride.	December 31, 1965	2091
29.35	4-Amino-5-chloro-1-phenylpyridazin-6-one.	4 Amino-5-chloro-1-phenyl-pyridazon-6.	December 31, 1965	6601
29.37	α-Pyridone	2-Hydroxy pyridine	December 31, 1965	6581
29.39	DL-Thyroxine sodium	DL Thyroxine Na salt	December 31, 1965	6593

Withdrawal of application

Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has been withdrawn.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference	Date published
29.15	Sebacyl chloride	Sebacoyl chloride	December 31, 1964	6274	October 11, 1963 (page 786)

Applications for reimposition of import duty

THE BOARD OF TRADE have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty.

Tariff Heading	*Description*
29.02	Dibromomethane
22.29	Iproclozide
29.35	Hexahydroisonicotinamide

Imports from China during 1965

FOR the benefit of traders who may be intending to visit the Canton Fair, the Board of Trade have issued a Notice to Importers (No. 1081, dated September 29, 1964) giving preliminary information on the licensing arrangements for imports from China during 1965. A further notice will be issued when final details have been settled.

Quotas will not be less than those prevailing in 1964 and listed in Annex B of Notice to Importers No. 1064, dated February 8, 1964, and licences to the full value requested will be granted for items listed in Annex A to that notice (see *Board of Trade Journal* of February 14, 1964, page 330). Open individual licences will continue to be issued for imports of eggs and egg products.

Arrangements for licensing against the cotton and rayon piece-goods quotas, the manufactures of cotton, linen and man-made fibres quota and the silk piece-goods quota, will be set out in a later notice. For all other quotas, applications for licences will be considered on the basis of evidence of firm offers by the Chinese export corporations and subsequent acceptance by the applicant. As licences will not be issued in excess of quotas, applicants are advised to ascertain whether a portion of the quota can be reserved on their behalf before concluding contracts.

Balances remain on most 1964 quotas and until December 31 licences will still be issued against them. In the following cases, however, the quotas have been fully, or virtually fully, allocated and further licences will be made valid only for imports on and after January 1, 1965.

Basketware of cane, wicker or willow.
Clocks.
Enamelware.
Glassware, table
Gloves.
Hurricane lamps.
Meat (other than rabbit and poultry).
Musical instruments.
Playing cards.
Pottery
Sewing machines.
Toys and games.
Vacuum flasks.
Woollen piece goods.

The Import Duty Drawbacks (No. 8) Order 1964

HM TREASURY have made the Import Duty Drawbacks (No. 8) Order 1964, which provides for:

(a) The allowance of drawback of import duty on the exportation of certain steel key-plates imported with or without hooks or loops, and of imported hooks and loops for key-plates, when exported incorporated in containers for keys.
(b) The allowance of drawback of import duty on imported wooden veneer sheets used in the manufacture of certain 'improved' wood articles for export; and
(c) The alteration of the rates of drawback of import duty on certain imported photographic film base used in the manufacture for export of sensitized but unexposed photographic film or certain photographic film base.

The Order comes into operation on October 7, 1964, and has been published as Statutory Instrument 1964, No. 1538.

Copies are obtainable direct from HM Stationery Office. Price 3d., by post 6d.

Drawback on imported loudspeaker cones and spiders used in exports

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on the following:

Imported goods

(a) Loudspeaker cones of paper pulp;
(b) Loudspeaker spiders comprising a disc, centre punched with circular corrugation, manufactured from a plasticized fabric.

Exported goods

Loudspeakers.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than October 21, 1964.

Import duty reduction on whalemeat extract

H.M. TREASURY have made the Import Duties (General) (No. 9) Order 1964, which reduces from 10 per cent to 2½ per cent the United Kingdom import duty on whalemeat extract (Tariff heading 16.03) originating in and consigned from the EFTA area.

This duty reduction is made in accordance with a decision of the EFTA Council to delete whalemeat extract from Annex E to the Stockholm Convention (the list of fish and other marine products which fall outside the scope of the EFTA duty reductions) and with an undertaking given to Norway to accelerate the reduction of duties on the fish products (except frozen fillets) which are not included in Annex E to the Convention. The duty on whalemeat extract will be eliminated at the end of this year.

This Order came into operation on September 30, 1964.

Copies of the Order, S.I. 1964, No. 1537, are obtainable from HM Stationery Office. Price 3d., by post 6d.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	August 12, 1964	
956,220	Glaverbel, S.A. Patent of Addition to No. 879,922.	Storage and transport of sheet materials.
	August 21, 1964	
734,693	Brennan, J. B.	Condensers.
747,721	Brennan, J. B.	Condenser electrodes.
787,695	Brennan, J. B.	Condensers.
796,792	Brennan, J. B.	Metal coated bath.
828,489	Gordon, T.	Aerial masts.
847,643	Brennan, J. B.	Refining of materials.
859,883	Wormald, G.	Keys of keyboards, etc.
860,435	Scheuscher, A., & anr.	Repairing railway trucks.
861,513	Commissariat a L'Energie Atomique	Nuclear reactors.
884,114	Chemische Werke Witten G.m.b.H.	*P*-monochloro methyl benzoic acid.
896,522	Metzler, G. R.	Power looms.
908,825	Gevaert Photo Producten N.V.	Photographic material.
927,882	Solvray et Cie.	Halogenated olefin polymers.
945,937	Schenley Industries Inc.	Marketing devices.
947,157	Chemische Werke Witten G.m.b.H.	Emulsifiable products of lecithin-like character.
951,995	Amies & Co. Ltd., W. E.	Bottle crates.
	September 10, 1964	
858,607	Alexander, G. H.	Conduit connectors.
868,100	Akt. Ges. Brown Boveri & Cie.	Axial flow turbines.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

National income and expenditure, 1964

THE *National Income Blue Book* for 1964 published on September 30 (HM Stationery Office, price 6s.), gives details of the national income and expenditure for the eleven years 1953 to 1963. In addition the main summary table covers the years 1938 and 1946 to 1952, to give series on a consistent basis for 1938 and all the post-war years. This *Blue Book* continues the series of *National Income Blue Books* published annually since 1952.

Preliminary figures for 1963 and for the years since 1957 were published in April in the White Paper *Preliminary Estimates of National Income and Balance of Payments* (Cmnd. 2328).* The Blue Book greatly expands the national income information given there. More detailed balance of payments information has already been published in *United Kingdom Balance of Payments*, 1964 (HM Stationery Office, 1964).* As in previous years, later information and changes in statistical sources and methods have caused revisions to a number of figures previously published. The revisions have not substantially altered the estimates of the latest changes in the main aggregates.

* *Board of Trade Journal* of April 17 1964, page 828.

Hire-purchase and credit-sale agreements

FOLLOWING the passage of the Hire-Purchase Act, 1964, the Board of Trade have made Regulations regarding hire-purchase agreements, conditional sale agreements and credit-sale agreements. The Regulations cover three matters. First, they lay down requirements for securing that agreements are easily legible; in particular, they prescribe minimum sizes of print. Secondly, to avoid people committing themselves unwittingly, they lay down requirements for a special space on the agreement for the hirer's signature, with warning words and coloured red. Thirdly, for the cases where the customer will have the right to cancel the agreement, they lay down requirements about notices on the customer's copies, again in red: these will ensure that a customer who signs an agreement on his doorstep is made aware of his right to cancel it and of how to exercise the right.

The Regulations will apply to agreements made from January 1, 1965.

The Regulations are The Hire-Purchase (Documents) (Legibility and Statutory Statements) Regulations 1964 (S.I. 1964, No. 1567, Price 8d., by post 11d.). Copies of the Orders will be on sale at HM Stationery Office, Kingsway, London, W.C.2, and Branches.

New chairman for research associations

DR. N. F. ASTBURY, Director of the British Ceramic Research Association, Stoke-on-Trent, has been elected chairman of the Committee of Directors of Research Associations from October 1 until September 30, 1966. The retiring chairman, Sir Charles Goodeve, will become the vice-chairman of the committee.

At a reception in London on September 22, Dr. Astbury stressed the importance of working links between colleges of technology, universities, schools and research associations.

(Sir Charles Goodeve contributed an article on the 'Exploitation of science for industry' to the *Board of Trade Journal's* series on 'Research and Industry' published on April 17, 1964).

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Government factories available in Northern Ireland

Two Ministry of Commerce advance factories at Newry, Co. Down.

Standard factories

GOVERNMENT factories in Northern Ireland are designed to give an attractive appearance and to provide ample production and office space. Standard factories which will be suitable for most medium and small production units are built on sites chosen by individual firms.

Special factories

Non-standard factories to a manufacturer's own specification can be constructed when the project is of particular benefit to Northern Ireland. Special rental or repayment terms are arranged.

Specifications

Each standard factory has a single storey production area and is usually a steel frame structure with north light roofing and the maximum area of production space free from roof supports. Standard fittings include lighting for offices, wash rooms, etc., and central heating throughout.

Built in advance

Standard factories are built without a specific tenant in view in areas of labour surplus. These 'Advance' factories, which range from 18,000 sq. ft. to 70,000 sq. ft., are connected to electricity, water and sewers. Town gas can be laid on to most of the factories, if required. All factories are designed for expansion by at least 100 per cent. Many firms in urgent need of space have been enabled to commence production quickly in Northern Ireland in advance factories.

Rents, rates and leases

The usual rent for a standard factory is based on current market values which vary at present from 1s. 8d., to 2s. 6d., per sq. ft., depending on situation and size. A lower rental may be negotiated for the earlier years of the tenancy if the product made and the labour force envisaged is judged to be of special value to Northern Ireland economy.

The normal form of lease is 21 years with option to renew. 'Break' clauses and an option to purchase on favourable terms are normally included in the lease except in the case of factories on Government estates.

Industrial derating relief in Northern Ireland is still 75 per cent.

Locations

The Ministry of Commerce owns a number of sites and has detailed information about many others. Because the demand for land is fairly heavy and constant in the Belfast area the practice is to develop Government factory estates on the outskirts of the city. Elsewhere in the Province the Ministry of Commerce acquires sites in or near towns for individual standard factories.

Other financial assistance

Grants of up to one-third are available towards the cost of new plant and machinery. Alternatively, the Ministry of Commerce will consider giving assistance towards the cost of dismantling machinery in an existing factory in Great Britain, its transportation and installation in a factory in Northern Ireland.

Where to inquire

Inquiries should be addressed to the Ministry of Commerce, Chichester House, Chichester Street, Belfast 1, (Tel. Belfast 28271), or to the Ulster Office, Northern Ireland Government 13 Lr. Regent Street, London, S.W.1. (Tel. Whitehall 0651).

Standard factories to let in Northern Ireland

The following standard factories are available for early occupation:

LOCATION	Area sq. ft.	Height to truss	From Belfast miles	From airport miles
Belfast	106,000	17 ft. 0 in.	3	18
*Castlereagh	52,000	16 ft. 0 in.	3	18
*Monkstown	70,000	16 ft. 0 in.	5	9
Springfield	70,000	16 ft. 0 in.	1	16
Newtownbreda	70,000	16 ft. 0 in.	5	20
Dunmurry	30,000	12 ft. 6 in.	6	17
*Dundonald	75,000	17 ft. 0 in.	6	21
LONDONDERRY	30,000	13 ft. 6 in.	74	62
MAGHERAFELT	18,000	15 ft. 0 in.	35	22
KILKEEL	18,000	15 ft. 0 in.	44	39
*PORTRUSH	7,000	14 ft. 0 in.	61	44

*Available now.

N. Ireland factory grows tenfold in five years

THE FOOTWEAR factory of G. B. Britton and Sons (Holdings) Ltd., at Ballymena, Co. Antrim, was described on September 23 by Mr. J. A. Lewisohn, a director of the firm, as 'a phenomenon that started as an experiment.' He was speaking at the opening of an extension, the latest of a series, which brings to 50,000 sq. ft. the area of the factory, which covered 5,000 sq. ft. when opened in 1959. Simultaneously with the ceremony at Ballymena, the firm opened extensions at three other factories, Kingswood, Bristol; Brynmawr, South Wales; and Ravenstein, Holland.

Mr. Brian Faulkner, Northern Ireland Minister of Commerce, who performed the opening ceremony, said: 'Most of the 180 firms that have come to Ulster under the industrial development programme have expanded beyond what was first planned, but not many can show a record of 1,000 per cent physical expansion in five years.'

New engineering company for N. Ireland

BRITISH Steam Specialities Co. Ltd., of Leicester, have been allocated a 19,700 sq. ft. Government-built factory on the Dunmurry industrial estate, Co. Antrim, Mr. Brian Faulkner, Northern Ireland Minister of Commerce, announced on September 25. A subsidiary company will be formed in Northern Ireland to operate the plant. Employment is expected to reach 100 within four years.

MERRITT & HATCHER LTD.

Mr. L. C. Edgley's Statement at the Annual General Meeting held on Friday, 25th September, 1964

Your Company has grown considerably both in size and influence by the acquisitions which were reported to the Shareholders in a letter dated 10th April last. For the benefit of those who have become Shareholders since that date brief details of these acquisitions are given again.

ACQUISITIONS

On the 24th January, 1964, your Company purchased the whole of the issued capital of Warden and Company Limited for a consideration of £305,638 which was satisfied by £151,442 in cash and the issue of 462,588 Merritt and Hatcher Limited Ordinary Shares of 2s. each, credited as fully paid. These shares participated in the interim dividend for the year ended 31st March, 1964, which has already been paid, and will participate in the final dividend now proposed.

Wardens was founded in 1875. It owns and publishes the *Hendon and Finchley Times* and the *Edgware Post* series of weekly papers with a combined circulation of approximately 46,000 copies.

The printing of Wardens' newspapers, previously sub-contracted, has been transferred to your Company's presses at Watford.

With this acquisition your Company has under its control newspapers (namely the *Bucks Free Press*, the *West Herts and Watford Observer* and those mentioned above) which together circulate in abutting districts totally approximately 300 square miles.

The common ownership is providing excellent opportunities for close co-operation between these newspapers, particularly as many undertakings find it beneficial to advertise on advantageous terms in a group of newspapers with such wide coverage.

I am happy to be able to report that results of this subsidiary have been well up to expectations since its acquisition.

The acquisition of the whole of the issued capital of John H. Burrows and Sons Limited was completed on the 19th March, 1964, with the exception of a small number of Ordinary Shares, which have since been acquired.

The consideration was £1,089,450, satisfied by £689,430 in cash, the allotment of 857,200 Merritt and Hatcher Limited Ordinary Shares of 2s. each credited as fully paid, and the issue of £100,000 First Mortgage Debentures, of which details are shown in the Consolidated Balance Sheet now before you. These Ordinary Shares did not participate in the interim dividend mentioned above, but will participate in the final dividend now proposed.

Burrows was founded in 1908 to take over the family business dating back to 1882 and are the publishers and owners of the *Southend Standard*, the *Southend-on-Sea and County Pictorial*, the *Essex and Thurrock Gazette*, the *Maldon and Burnham Standard* and the *Basildon Standard*, which have a combined weekly circulation of approximately 142,500 copies. They provide a complete coverage throughout South Essex, an area in which the population is expanding as a result of Government policy.

Here again the results since acquisition have been entirely satisfactory and in fact steps have been taken to install additional plant in order that the size of the newspapers can be increased to accommodate the demands for both advertising and editorial space.

PROFITS AND DIVIDENDS

From the Accounts, which include the profits of the two acquired undertakings for the whole year to 31st March, 1964, it will be seen that the profits of the group for the year are £358,514 compared with £175,402 for the previous year, which is, of course, only in respect of the group before these acquisitions took place. After making provision for taxation and transfer to Tax Equalisation Account £178,232 (£87,351 for the previous year) for the transfer to capital of the profits, which arose before acquisition of the two new subsidiary companies and after deducting the preference dividend, there remains for the equity shareholders £112,339 (£81,313). Out of this distributions totalling £59,333 (£44,998) have been provided, leaving unappropriated profit carried forward at £222,658 (£169,652).

The profits for the year have been affected by a number of exceptional charges including some heavy bad debts, which arose in the accounts of companies within the Group other than the two new subsidiaries. In addition, certain expenses of these two companies will not be payable in the future.

In considering their recommendation for a final dividend of 12%, your Directors had in mind the dividends which are due in respect of the shares that were issued as part consideration, as mentioned above. This has meant that there is a distribution in respect of these shares, which, for this year, is out of keeping with the profits available since acquisition. With the interim dividend of 8% which was paid in March, 1964, the total recommended for the year is 20%.

NEWSPAPERS

I am pleased to be able to say that the revenue from your group's newspapers has shown a healthy trend during the year under review. This is partly due to a better level of business throughout the country, partly to the fact that there has been an increase in some advertising rates and also through the intensification of selling efforts both with regard to the circulation and advertising departments.

PRINTING

In my statement at this time last year, I mentioned new contracts which had been obtained and that the benefit of these would be felt in the second half of the year under review. This has proved to be the case. In addition, the more buoyant state of trade generally has been reflected in the turnover on this side of your group's activities.

DIRECTORS

I was pleased to welcome my younger son, Mr. P. H. Edgley, who has been in the employment of your Company since 1955, on his appointment to the Board of your Company in April last. He is currently Managing Director of your Company's subsidiary, C. H. Peacock Limited.

NEW PLANT

It has been decided to install a Web Fed Offset Rotary Press to replace certain machines at High Wycombe. This is not expected to be in production before January, 1966, but contracts are now being negotiated to use the extra capacity when this press and its ancillary equipment is available for use. The first of your group's newspapers to be printed by this new process will be the *Bucks Free Press*.

CAPITAL ISSUE

The Authorized Capital of your Company was increased to £1,000,000 at the Extraordinary General Meeting held on 13th July last, when an additional 2,500,000 Ordinary Shares of 2s. each were created. Following this your Directors made an offer of shares to shareholders and it is gratifying to report that this has been a success. Less than 4% of the shares were not taken up and these have been sold and the proceeds distributed among the shareholders entitled thereto.

PROSPECTS

With the growth in the size of the group which has recently taken place, it is somewhat difficult to forecast the full effects that integration will have, but I foresee certain savings in expenses. In addition, the figures for the current year, so far available, show that the upward trend of revenue and profits is continuing. These could be considerably affected by uncertainty which may arise between now and the forthcoming General Election as well as by the resultant changes which may occur in Government policy thereafter. Saving any adverse effect from these causes, I feel that we can look forward to the results of the current year with optimism.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,949	—	16,034	15,212	15,212	9,095	3,478	922	688	591	1,205				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	128	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962 4th quarter	113	115	130	124	114	101	126	111	127	137	124	+ 10	— 9	+ 9	+25
1963 1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	128	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964 1st quarter	120	127	141	133	120	106	144	115	145	176	151	+ 95	+ 94	— 4	+ 3
2nd quarter		127*				105		120*	151*				+120*	+ 9*	N/C
1964 February	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*				105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962 4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963 1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	+ 6
1964 1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	152*	126*	125·5	+2·8	107·9*	125·0*	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter								311*	— 44*	—34	242*	+12*	+ 6			
1964 February	137	121	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	126*	126·2	+3·4	107·9*	125·1*	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·2*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August			126·7	+4·7	108·7*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153	140	
September								315*	+ 1*	+11	238*	— 1*	— 7			

† NOT seasonally adjusted. * Provisional.

United Kingdom trade in August

THERE HAS BEEN a pause in the growth of exports in the last few months after a marked rise in the closing months of last year and the early months of this. In the three months June-August exports averaged £349 million (seasonally adjusted), £10 million a month (3 per cent) less than in the previous three months. This rate of exporting is about the same as in the fourth quarter of 1963. In the first eight months of this year the rate of exports has been 4 per cent more than the average for last year.

The pause in the growth of exports has been associated with a fall in exports to the Common Market where declining exports to France and Italy were no longer being fully offset by strong rises to other countries, and with the absence of further expansion of exports to the sterling area after the first quarter of the year. There has also been a weakening in the rate of exports to non-sterling primary producing countries. These changes more than offset a recovery to the United States and Latin America. There have recently been falling exports of machinery, ships and aircraft after a period of flatness and of road vehicles after a strong rise at the end of last year; exports of semi-manufactures, however, have continued to rise quite strongly and there has been some recovery in non-manufactured goods.

The disappointing export figures of the earlier summer months prompted the Federation of British Industries to conduct an inquiry into the export deliveries of a sample of large firms. The results of this inquiry were released to the Press on September 3. It was not to be expected that a sample survey of manufacturers' export deliveries covering only one-third of our exports would show the same movement as the full record of exports made at the ports; there are differences in timing as well as in coverage. Detailed examination of the FBI results, however, shows that much of the difference with the official export figures can be accounted for by special features of the FBI data.

Imports have continued to grow but much more slowly than at the turn of the year. In the three months June to August they averaged £461 million a month (seasonally adjusted), £8 million a month (2 per cent) more than in the previous three months. Since the fourth quarter of last year the increase has been 9 per cent. In the first eight months of this year the value of imports was 14 per cent more than the average for 1963. Higher prices account for about one-third of this increase. Imports of industrial materials and finished manufactures have increased more slowly in the last few months than earlier in the year, whilst imports of fuels have eased back slightly. The value of food imports, however, rose in the last three months after an earlier reduction.

With imports still rising and a pause in the growth of exports, the trade deficit has continued to increase. In the three months June-August it averaged £50 million a month (seasonally adjusted). In the first quarter it was £35 million a month and in the second quarter £44 million a month. In 1963 as a whole it averaged £4 million a month.

Area pattern of exports

The recent weakness in total exports has been due largely to a fall in exports to Western Europe. In the last three months they were 4 per cent (£5 million a month) less than in the previous three months. There had been a strong rise in the early part of the year. Most of the recent reduction was in exports to the Common

United Kingdom trade

A. Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	350	423	13	—11
1964 1st quarter	356	453	12	—35
2nd quarter	352	461	13	—44*
1964 March	373	451	13	—17
April	337	457	13	—52*
May	370	450	13	—18*
June	348	474	12	—60*
July	331	430	13	—40*
August	370	479	14	—51*
March-May 1964	360	453	13	—29*
June-August 1964	349	461	13	—50*

* Estimated.

B. Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
July	327·9	451·6	11·4
August	345·7	443·6	12·1

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Market countries which had been increasing earlier this year. Exports to both France and Italy continued to decline while exports to Western Germany and the Benelux Countries which had been rising earlier in the year seem to have levelled out. Exports to EFTA have fallen back slightly in the last three months after a long period of continuous growth. In June to August they were 1 per cent less than in the previous three months although exports to Sweden continued to rise. Exports to the rest of Western Europe showed little change from the rates at the beginning of the year.

The growth in exports to the sterling area late last year did not continue beyond the first quarter. Exports have fallen back recently and in the last three months were 2 per cent less (£2 million a month) than in the previous three months. Exports to Australia have continued to expand, and there was a further increase to the Irish Republic but, there has been little recent change after earlier rise in exports to South Africa, and exports to India have been declining this year after a period of flatness last year.

Against this exports to North America have recovered since the first quarter. In the last three months they were 1 per cent more than the previous three months. Although exports to Canada fell back, the decline in exports to the United States appears to have been halted and there was some increase in the last three months.

There has also been some recovery this year in exports to Latin America but they are still well below the rate of two years ago.

There was a further reduction in the last three months in exports to the Soviet Union and Eastern Europe; they were 11 per cent (£1 million a month) less than in the previous three months. These exports have fallen by one-third since the peak in the second quarter last year, but they account for only a small proportion of our total exports.

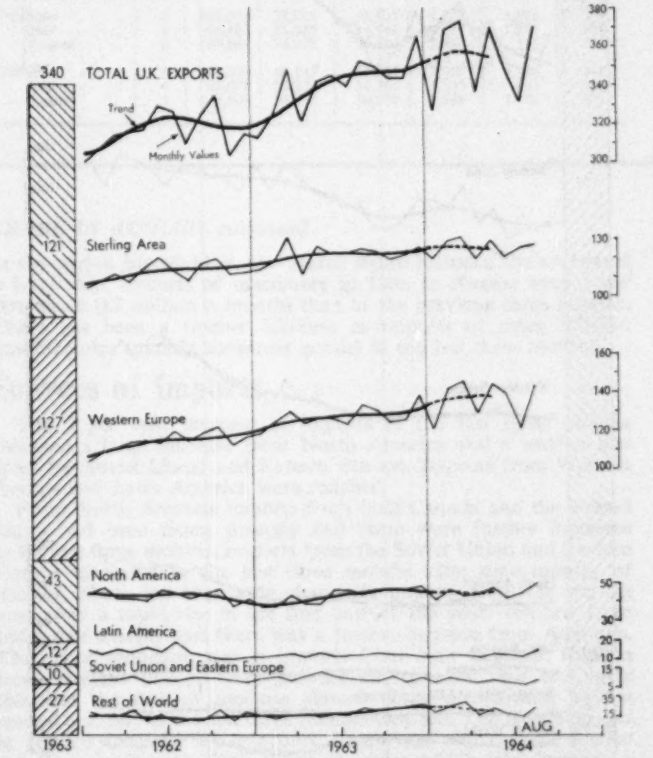
Although exports to Japan increased, exports to the remaining non-sterling countries fell again in the last three months.

Commodity pattern of exports

Exports of machinery and transport equipment were growing until the first quarter this year but have since declined. In the last three months they were 7 per cent (£10 million a month) less than in the previous three months. Exports of non-electric machinery and of road motor vehicles have been falling and exports of ships and aircraft, which are in any case very erratic, have been much reduced in recent months. Exports of electric machinery, however, have remained steady since the early part of the year. A point of strength has been exports of semi-manufactures which

United Kingdom exports: areas

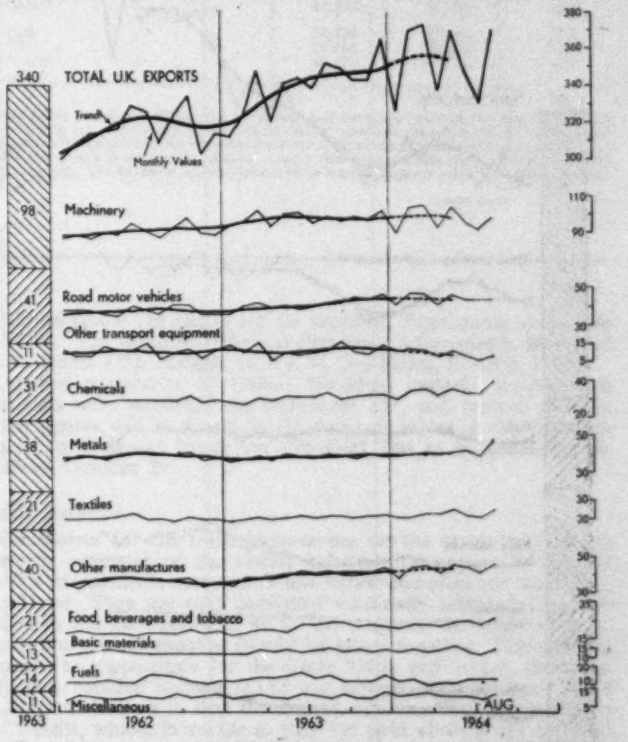
Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Mar.-May	June-Aug.	June	July	Aug.
Sterling Area	120	123	122	126	122	125	123	120	124	126
Western Europe	125	129	129	136	137	139	133	139	120	142
Economic Community	69	70	70	72	73	74	70	74	62	73
Free Trade Assocn. (inc. Finland)	45	47	48	50	53	52	52	54	45	57
North America	41	45	47	44	45	45	45	42	44	49
Latin America	12	12	12	12	12	12	12	12	11	14
Soviet Union and Eastern Europe	12	9	10	9	9	9	8	8	7	9
Rest of World	26	28	30	30	27	29	27	26	25	30
Total	336	346	350	356	352	360	349	348	331	370

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Mar.-May	June-Aug.	June	July	Aug.
Food, beverages and tobacco	21	24	22	22	23	23	24	25	23	26
Basic materials	14	14	14	13	14	14	13	13	11	14
Fuels	15	14	13	12	12	11	12	13	9	13
Manufactures	276	285	290	293	291	299	291	288	279	307
Machinery and transport equipment	146	151	156	157	150	157	146	146	143	150
Machinery	98	97	100	100	97	101	96	96	92	98
Road motor vehicles	40	41	45	45	44	45	44	44	44	44
Other transport equipment	8	13	11	11	9	10	7	8	6	8
Chemicals	31	31	32	33	33	34	35	33	33	39
Metals and misc. metal mnfrs.	38	39	39	40	41	41	43	42	39	48
Textiles	21	22	22	22	23	24	23	22	21	25
Other mnfrs.	40	41	42	42	43	44	43	44	41	45
Miscellaneous	11	11	11	12	11	12	11	11	10	12
Total	336	346	350	356	352	360	349	348	331	370

have been increasing this year and in the last three months were 3 per cent (£3 million a month) more than in the previous three. There was a further rise in exports of metals and metal manufactures and exports of chemicals, which had been steady, increased: exports of textiles, however, eased back after rising in the first half of the year.

Exports of non-manufactured goods have recovered slightly in the last few months. Exports of food continued to increase and exports of oil have been a little higher than in the first quarter. There was some reduction in the last three months in exports of basic materials.

Commodity pattern of imports

Imports of food have fluctuated this year. In the last three months they were 3 per cent more (£4 million a month) than in the previous three months. There have been further increases in imports of meat and dairy produce, and imports of cereals and animal feeding stuffs and of fruit and vegetables seem to be regaining the levels reached late last year.

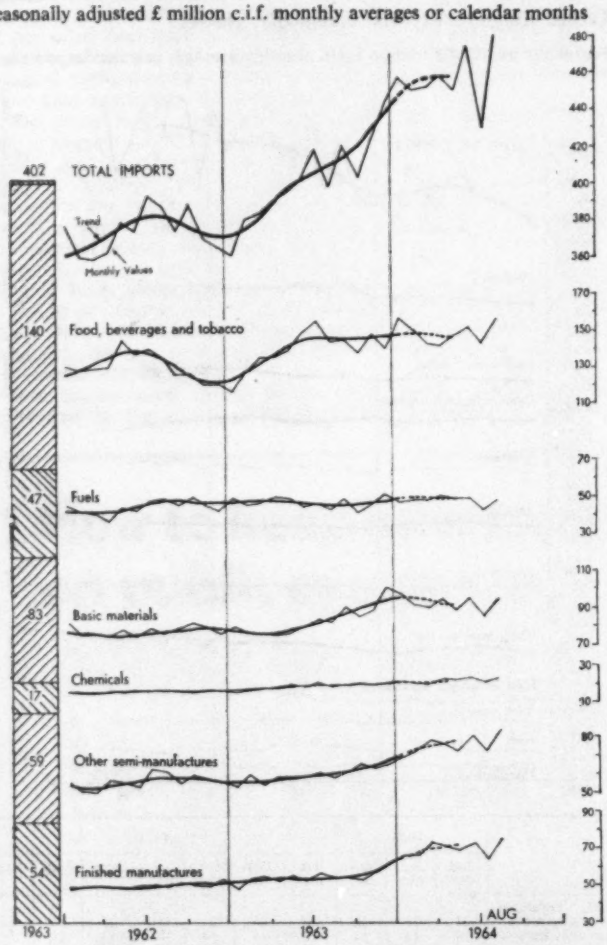
Imports of industrial materials have continued to grow at a much slower pace than in the earlier part of the year. In the last three months they were 2 per cent more (£4 million a month) than in the three months March to May. The growth was in imports of semi-manufactured goods, particularly non-ferrous metals where prices were higher. There has been no further increase in imports of basic materials since the first quarter of the year. Imports of timber are very high, but after growing strongly throughout last year are now increasing much more slowly whilst imports of wool have fallen sharply this year from the very high levels late last year.

Imports of fuels have eased back a little in the last three months, but remain high.

Imports of finished manufactures have continued to grow. Although they were only a little more in the last three months than

Imports: commodity classes

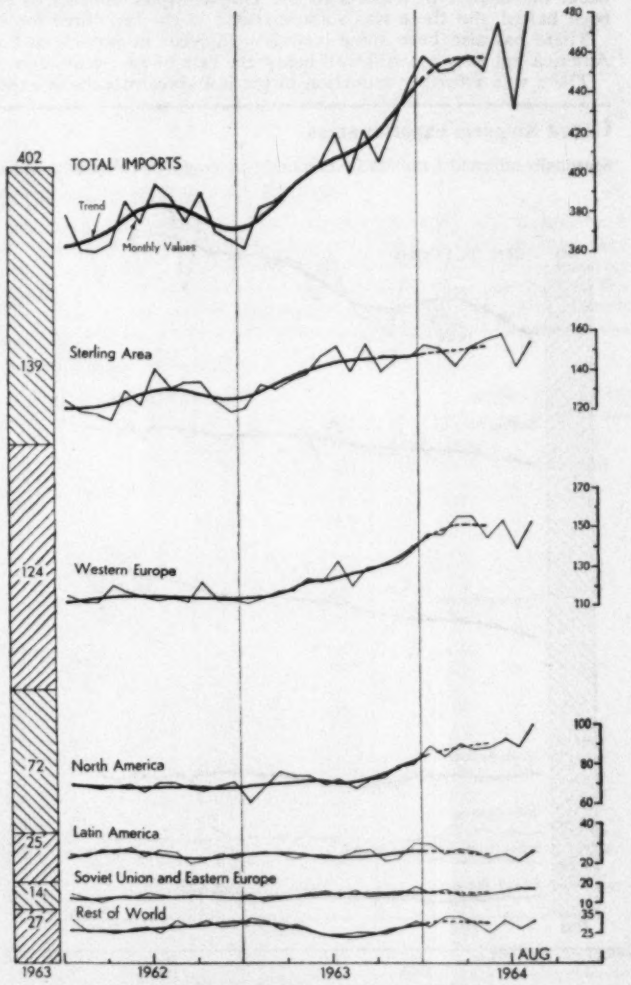
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Mar.-May	June-Aug.	June	July	Aug.
Food, beverages and tobacco	141	148	143	150	147	144	150	152	143	156
Fuels	49	46	46	48	50	49	47	49	43	48
Basic materials	77	85	91	93	93	91	92	95	86	94
Chemicals	17	18	19	20	21	20	22	22	20	22
Other semi-manufactures	58	60	64	73	76	76	78	80	72	83
Finished manufactures	54	55	57	68	71	71	71	73	65	75
Miscellaneous	2	2	2	1	1	1	2	1	3	2
Total	396	412	423	453	461	453	461	474	430	479

Imports: areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Mar.-May	June-Aug.	June	July	Aug.
Sterling Area	139	147	143	147	154	149	150	157	140	153
Western Europe	121	127	134	149	151	151	147	153	138	152
North America	73	71	78	88	89	88	93	92	88	99
Latin America	24	26	25	27	24	25	24	25	21	26
Soviet Union and Eastern Europe	15	15	15	16	15	15	16	16	17	17
Rest of World	26	25	27	32	29	30	30	32	27	31
Total	396	412	423	453	461	453	461	474	430	479

Continued at foot of next page

Production of cars and commercial road vehicles in August

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including August 1964, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
1963 June	5	165,077	33,015	38,633	7,727	1,894	379
July	4	94,101	23,525	24,346	6,086	1,211	303
August	4	103,664	25,916	22,633	5,658	917	229
1964 June	5	200,674	40,135	46,527	9,305	1,746	349
July	4	88,678	22,170	20,580	5,145	841	210
August	4	122,609	30,652	30,076	7,519	1,301	325

Exports Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	615,827	150,654	7,662
1962 1st quarter	141,762	36,654	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,400	34,344	1,764
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	166,972	39,495	1,810
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
1963 June	47,539	12,276	761
July	52,978	12,837	685
August	41,570	11,332	626
1964 June	58,222	13,431	563
July	59,748	12,366	581
August	46,471	12,115	411

Note: There are certain differences of timing and coverage between the production and export figures, e.g., the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

TRADE IN AUGUST, continued

in the period March-May, the March figure included the arrival of a large ship. Imports of machinery in June to August were 5 per cent more (£2 million a month) than in the previous three months. There has been a further increase in imports of other finished manufactures (mainly consumer goods) in the last three months.

Sources of imports

The 2 per cent increase in imports in the last three months included a large increase from North America and a smaller one from the Soviet Union and Eastern Europe. Imports from Western Europe and Latin America were reduced.

From North America imports from both Canada and the United States had been rising strongly and there were further increases in the last three months. Imports from the Soviet Union and Eastern Europe increased in the last three months after nine months of flatness. There has been little change in imports from the sterling area after a rapid rise in the first half of the year. Imports from India rose sharply and there was a further increase from Australia. The major reduction was in imports from New Zealand. Imports from Western Europe were growing strongly last year and early this, but the rate of increase slowed down considerably in the second quarter. In the last three months they fell. The reduction was in imports from EFTA countries. There was also a small further reduction in imports from Latin America which had been at a peak in the first quarter.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Statistics Division (Seasonal Adjustment), Board of Trade, Room D53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on September 25*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for October† due to be published on or about October 27.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the Accounts at the world price rather than, for much of the sugar imported, at the Commonwealth Agreement price.

*Accounts relating to the Trade and Navigation of the United Kingdom, August 1964. H.M. Stationery Office. Price 30s. by post 31s.

† Report on Overseas Trade published by H.M. Stationery Office. Price 3s. 6d. by post 3s. 10d. Annual subscription £2 6s.

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Food consumption levels in the United Kingdom

Estimates of food consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food, and a series covering the immediate pre-war period and the years 1959-62 was published in the* Board of Trade Journal, *August 9th, 1963 (page 296). In the following tables this series is extended to 1963, with some revised estimates for 1960-62 and, in the case of sugar, for the pre-war period also.

THE STATISTICS are based on total supplies moving into consumption, including the produce of gardens and allotments; they cover consumption not only in private households, but also in institutions and catering establishments and by HM Forces in the United Kingdom. The food content of alcoholic beverages is not included except where specified. In general, it is not practicable to measure changes in wholesale and retail stocks, and it is assumed that such end-year stocks remain approximately constant; but in interpreting the figures it should be borne in mind that they measure disappearance rather than final consumption, and this may, to some extent, affect year-to-year comparisons of non-perishable foodstuffs such as sugar and tea. For fresh fruit and vegetables, including potatoes, an attempt has been made to provide estimates which reflect the true level of supplies reaching the consumer as distinct from the apparent level of total supplies. The variable margin between the two includes wastage in marketing.

The factors used for calculating the protein, fat and available carbohydrate contents of foods are based in the main on those published in *The Composition of Foods**. The nutritive value of flour has been estimated, as in previous years, from analyses of flour by the Government Chemist, and that of carcase meat and bacon has been separately derived from unpublished information on the types of carcases in production at various times during the period under review. The estimated total energy value of food supplies based on these factors is somewhat lower than that derived from factors compiled by the Food and Agriculture Organization, which are used in the food consumption tables published by the Organization for Economic Co-operation and Development. To facilitate international comparisons, alternative estimates of energy value based on the FAO factors are given at the foot of Table III.

In terms of energy value, food supplies moving into consumption in 1963 are provisionally estimated at 3,200 calories per head per day, compared with 3,190 in 1962, the slight increase being largely due to the recovery in the level of consumption of potatoes, following a fall of about 6 per cent in the previous year, when supplies of the home-grown main crop were short in the spring. Estimates for potatoes are intended to measure quantities at the point of retail sale, and cannot take into account the extent of waste in preparation for consumption. The latter varies from year to year with the quantity and quality of supplies, so that fluctuations in some of the estimates do not necessarily imply corresponding changes in the amounts actually eaten.

There were further slight increases in the consumption both of liquid milk and of total milk. The consumption of cream has doubled since 1958 and quadrupled since 1954. Beef consumption maintained its steady increase from the low level of 1959 and, with a rise of nearly 4 per cent, was approaching the pre-war average. This improvement, together with a further increase for pork, was more than sufficient to offset a decrease in the consumption of mutton and lamb to the lowest figure since 1958. Consumption of bacon and ham also fell back slightly and imported canned meat by a similar amount, but poultry, like pork, again exceeded the highest levels previously recorded. The downward trend for fresh fish was resumed.

A fall in the consumption of butter was more than counter balanced by increases for other fats. A decrease of about one-fifth in the estimate for cabbage and greens was due to the severe weather conditions in the early months of 1963, and was offset only in part by increases in edible pulses and canned vegetables. The recovery in total fruit consumption per head noted in 1962 was not maintained, mainly because of a decline in fresh citrus and in fruit juices. The downward trend in total grain products was halted. Sales of coffee continued to increase, the quantity ratio to tea being nearly 1 to 3 compared with 1 to 13 before the war.

Table I: Food supplies per head per annum moving into consumption in the United Kingdom.

(lb. per head per annum)

	Pre-war	1960	1961	1962	1963 (Provisional)
I. DAIRY PRODUCTS (excluding butter)					
Liquid milk	217·1	321·8	324·1	324·7	325·9
(pints per head per annum)	(168)	(250)	(252)	(252)	(253)
Cream (40 per cent fat content)	1·6	1·4	1·7	1·9	2·2
Cheese	8·8	9·8	10·2	10·3	10·3
Evaporated milk, full cream, unsweetened	2·6	3·9	4·0	4·3	4·0
Condensed milk, full cream, sweetened	4·3	1·1	1·0	1·0	1·0
Condensed milk, machine skimmed	6·2	2·1	2·8	2·4	2·6
Dried whole milk	0·6	1·7	1·7	1·8	1·7
Dried skimmed milk	0·8	2·6	2·2	2·5	2·7
Milk in manufactured products not elsewhere specified	1·1	13·5	14·9	14·7	14·8
Total (as milk solids)	38·4	54·6	55·3	55·8	56·1
As percentage of pre-war	100	142	144	145	146
II. MEAT					
Beef – bone in	53·2	45·6	47·9	49·0	51·5
Beef – bone out	1·7	2·0	1·5	2·3	1·7
Mutton and lamb	25·2	24·6	25·2	24·6	23·4
Pork	10·6	19·4	19·4	21·6	21·9
Offal	7·4	9·1	9·7	10·0	10·1
Canned meat (imported)	3·1	8·6	8·8	8·3	7·5
Bacon and ham	28·1	25·0	25·3	26·0	25·2
Poultry	5·1	12·5	14·1	14·6	14·9
Game and rabbits	3·7	0·6	0·6	0·6	0·5
Total (edible weight)	116·5	123·2	127·1	130·9	130·5
As percentage of pre-war	100	106	109	112	112
III. FISH					
Fresh, frozen and cured (wet fillet equivalent)	21·8	18·2	17·5	17·7	16·8
Shell fish (edible weight)	0·9	0·7	0·7	0·7	0·8
Canned fish (imported)	3·5	2·6	2·1	3·2	2·6
Total (edible weight)	26·2	21·4	20·3	21·5	20·2
As percentage of pre-war	100	82	77	82	77
IV. EGGS					
Shell eggs	25·9	31·1	31·3	31·2	31·1
(number per head per annum)	(201)	(242)	(243)	(243)	(242)
Egg products (shell egg equivalent)	2·4	2·1	1·8	2·4	2·4
Total	28·3	33·2	33·1	33·6	33·5
As percentage of pre-war	100	117	117	119	119
V. OILS AND FATS (visible)					
Butter	24·7	18·3	19·7	20·3	19·3
Margarine (gross)	8·7	15·0	13·3	13·1	13·5
(net) (a)	8·7	13·4	12·4	11·3	11·1
Lard and compound cooking fat	9·3	12·9	12·0	13·1	14·1
Other edible oils and fats	10·0	9·6	10·9	11·0	11·2
Total (fat content)	47·1	48·9	49·6	50·2	50·5
As percentage of pre-war	100	104	105	106	107
VI. SUGAR AND SYRUPS					
Sugar (refined) (b) (gross)	100·6	112·0	115·2	112·6	112·6
(net)	90·9	104·2	106·4	104·6	103·4
Honey	0·4	0·6	0·7	0·7	0·6
Glucose	6·7	7·4	7·6	7·7	8·3
Total (sugar content) (gross)	106·4	118·5	121·9	119·5	119·8
(net)	95·8	110·6	112·9	111·3	110·5
As per centage of pre-war (gross)	100	111	115	112	113
(net)	100	115	118	116	115
VII. POTATOES	190·0	223·7	227·1	213·6	227·6
As percentage of pre-war (c)	100	118	119	112	120
VIII. PULSES AND NUTS					
Edible pulses	7·4	8·7	6·3	8·0	9·2
Edible nuts	2·1	3·5	3·7	4·5	3·9
Total	9·5	12·2	10·0	12·5	13·1
As percentage of pre-war	100	128	105	132	138

*R. A. McCance and E. M. Widdowson, Medical Research Council Special Report Series No. 297 (Third revised edition of Special Report No. 235), HMSO 1960.

(Continued on next page)

(*lb. per head per annum*)

	Pre-war	1960	1961	1962	1963 (Provisional)
IX. FRUIT					
Fresh citrus fruit	28·5	20·7	19·8	20·1	18·2
Other fresh fruit	50·0	53·1	49·9	52·0	53·4
Canned fruit	10·3	17·7	17·9	18·8	18·4
Fruit juices (in natural strength)	1·0	4·9	4·5	3·9	3·3
Fruit pulp (imported)	3·7(d)	1·3	1·4	1·4	1·6
Dried fruit	8·0	6·1	5·7	6·9	6·3
Total (fresh equivalent)	124·0	123·4	116·9	123·8	119·8
As percentage of pre-war	100	100	94	100	97
X. VEGETABLES					
Fresh tomatoes	10·4	15·0	15·0	13·9	13·1
Canned tomatoes (including juice and puree)	2·0	5·3	5·1	5·4	5·5
Cabbage and greens	46·6	36·3	36·4	35·5	27·4
Leafy salads	3·1	4·5	4·6	4·2	4·2
Carrots	8·9	12·4	11·2	10·6	11·5
Fresh legumes	9·3	17·2	14·8	15·6	16·0
Other fresh vegetables	37·0	27·9	26·0	26·8	27·4
Other canned vegetables (e)	2·0	5·5	6·5	7·4	8·1
Total (fresh equivalent)	120·4	126·7	122·2	122·1	115·8
As percentage of pre-war	100	105	101	101	96
XI. GRAIN PRODUCTS					
Flour	194·5	166·5	164·8	161·4	162·7
Barley products	0·7	0·7	0·7	0·7	0·7
Oat products	5·4	3·4	3·3	3·3	3·4
Rye products	0·3	0·3	0·3	0·3	0·3
Breakfast cereals	1·8	4·7	4·8	5·0	5·4
Rice	4·4	2·6	2·9	3·4	3·1
Starch and other farinaceous foods	3·0	2·7	2·6	3·0	3·9
Total	210·1	180·9	179·4	177·1	179·5
As percentage of pre-war	100	86	85	84	85
XII. OTHER					
Tea	9·3	9·3	9·9	9·4	9·5
Coffee	0·7	2·0	2·1	2·7	2·9
Cocoa powder	1·2	1·3	1·1	1·2	1·3

(a) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter).
(b) Figures allow for sugar in imported and exported manufactured foods. The gross figures measure total human consumption, from which is deducted usage for brewing and distilling and products covered elsewhere in the table to arrive at a net figure for the calculation of calories and nutrients.
(c) The pre-war estimate is only an approximate figure. Pre-war consumer surveys suggest that average consumption may have been about 200 lb. per head per annum.
(d) Includes home produced fruit pulp.
(e) Excludes canned pulses.

Table II: Summary of the main food groups from Table I.

(*lb. per head per annum*)

	Pre-war	1960	1961	1962	1963 (Provisional)
Dairy products (excluding butter) (as milk solids)	38·4	54·6	55·3	55·8	56·1
Meat (including canned meat bacon and ham) (as edible weight)	116·5	123·2	127·1	130·9	130·5
Fish (as edible weight)	26·2	21·4	20·3	21·5	20·2
Eggs and egg products (shell egg equivalent)	28·3	33·2	33·1	33·6	33·5
Oils and fats (visible) (fat content)	47·1	48·9	49·6	50·2	50·5
Sugar and syrups (sugar content) (gross)	106·4(a)	118·5	121·9	119·5	119·8
Potatoes	190·0	223·7	227·1	213·6	227·6
Pulses and nuts	9·5	12·2	10·0	12·5	13·1
Fruit (fresh equivalent)	124·0	123·4	116·9	123·8	119·8
Vegetables (fresh equivalent)	120·4	126·7	122·2	122·1	115·8
Grain products	210·1	180·9	179·4	177·1	179·6
Tea	9·3	9·3	9·9	9·4	9·5

(a) Revised estimate.

Table III: Nutrient equivalent of supplies per head per day moving into consumption in the United Kingdom.

		Pre-war	1960	1961	1962	1963 (Provisional)
Protein:						
Animal	g.	43·1	50·4	51·3	52·3	52·0
Vegetable	g.	36·0	35·1	34·7	34·9	35·3
Total	g.	79·1	85·5	86·0	87·2	87·3
Fat from all sources	g.	131·3	138·3	140·6	143·9	143·6
Carbohydrate	g.	414·4(a)	414·9	414·8	411·2	415·9
Calcium	mg.	696	1,111	1,114	1,119	1,118
Iron	mg.	13·0	15·7	15·7	16·1	15·9
Vitamin A	i.u.	3,689	4,628	4,617	4,645	4,651
Ascorbic acid	mg.	96	101	97	97	96
Thiamine	mg.	1·3	1·8	1·8	1·8	1·8
Riboflavin	mg.	1·6	1·9	1·9	1·9	1·9
Nicotinic acid	mg.	13·2	16·4	16·4	16·7	17·0
Energy value – Calories		3,050(a)	3,140	3,170	3,190	3,200
Energy value– Calories (calculated on FAO factors)		3,110(a)	3,230	3,240	3,270	3,290

(a) Revised estimate.

Table IV: Percentage of total calorie intake derived from some food groups.

	Pre-war	1960	1961	1962	1963 (Provisional)
Dairy products (excluding butter)	9	11	12	12	12
Meat (including canned meat and bacon)	17	16	16	17	16
Oils and fats (including butter)	17	18	18	18	18
Sugar and syrups	15	17	17	17	17
Potatoes	5	5	5	5	5
Grain products	30	25	25	24	25
Other foods	7	8	7	7	7
Total	100	100	100	100	100

Table V: Nutrient and calorie intake per head per day as percentage of pre-war levels.

	Pre-war	1960	1961	1962	1963 (Provisional)
Calories	100	103	104	104	105
Protein – Animal	100	117	121	122	121
,, – Vegetable	100	98	97	96	98
,, – Total	100	108	109	110	110
Fat from all sources	100	105	107	109	109
Carbohydrate	100	100	100	99	100

Source: Ministry of Agriculture, Fisheries and Food.

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Overdrafts of the nationalized industries

HM TREASURY announced on September 24 that the bank overdrafts of the nationalized industries at September 16 totalled £88·9 million, of which £78·7 million were from the clearing banks and £10·2 million from the Scottish banks.

THE PATENT OFFICE LIBRARY

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Production of man-made fibres in August

TOTAL production by weight of man-made fibres in August was 17 per cent more than in August 1963. The holiday months are difficult to interpret, but if the production totals for July and August are combined, output of continuous filament yarn showed an increase of 11 per cent and output of staple fibre an increase of 17 per cent over the comparable months of 1963.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 1st quarter	76·7	95·3	172·0
2nd quarter	82·6	95·4	178·0
1964 1st quarter	93·4	109·9	203·3
2nd quarter	93·9	109·3	203·2
1963 June	27·6	30·8	58·4
July	28·4	31·9	60·3
August	25·0	26·9	51·8
1964 June	30·5	36·4	66·9
July	31·3	35·9	67·1
August	27·9	32·9	60·8

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended August 29, 1964:

Distributors' earnings submitted:		
High cost films		£1,139,259
Low cost films		
Eligible (after multiplying by 2½)	£3,145	
Not eligible for 2½ times rental	£23,623	
		£1,166,027
Films of less than 3,000 feet (after multiplying by 2½)		£37,231
		£1,203,258
Levy collections paid to Agency by HM Customs and Excise to September 7, 1964, approximately covering entertainments to August 15, 1964, together with an estimate of collections for entertainments for the two weeks ended August 29, 1964		£472,175

The tenth interim allocation for the seventh distribution period will be at the rate of 41 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 25, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Basque in the Sun	United Artists Corp. Ltd.	Harold Bain Productions Ltd.	Br/E 29728	22	September 21
Look at Life Series 23:					
The Way of Reckoning	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29731	9	September 23
Keeping in Touch	" "	" "	Br/E 29732	10	September 23
New Look at London	British Lion Films Ltd.	Central Office of Information	Br/E 29733	8	September 24
The Third Secret	Twentieth Century-Fox Film Co. Ltd.	Hubris Productions Ltd.	Br/E 29734	103	September 24
Movietone News 1841A	" "	British Movietones Ltd.	Br/E 29440	8	September 25
Movietone News 1842	" "	" "	Br/E 29441	8	September 25
Pathe News 64-77	Warner-Pathe Distributors Ltd.	Associated-British Pathe Ltd.	Br/E 29552	8	September 25
Pathe News 64-78	" "	" "	Br/E 29553	8	September 25
		FOREIGN			
Youngblood Hawke	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 29729	137	September 21
Cleopatra	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.	F 29730	192	September 23
Hell Below Deck	E. J. Fancey Productions Ltd.	Romana Film, Rome	F 29735	62	September 24

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Apprentices' production training school at the Milnrow Works of John Holroyd and Co. Ltd. New plant has been installed to give as many different machining operations as possible on the latest type of machine tool and gauging equipment. Apprentices reaching the ages of 18 *or* 19 *will spend about* 12 *months in this department.*

Industrial Coal Consumers' Council urges stock building

AT THEIR September meeting the Industrial Coal Consumers' Council considered the steps being taken to safeguard industrial coal supplies for next winter. They noted with concern that the total tonnage of coal now stocked by industrial consumers, other than public utilities, was less than at this time last year. The Council urges all industrial consumers to examine the level of their coal stocks to make certain that they provide adequate safeguards against possible interruptions of supplies. The Council recall that many industrial consumers would not have got through the severe winter of 1962/63 without loss of production if their stocks had been at the present low level. The Council state that though last winter was mild there are no grounds for assuming that this year's winter will prove equally kind.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543 – Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Oct. 7 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
	The sale will include white woollen blankets, Leyland motor spares, Aero engine spares, including Pratt & Whitney spares, textiles, parachute webbing and packs, Millar's plant spares, Firestone tyres and tubes, Scammel brake drums, miscellaneous fire equipment, turbo starters, Land Rover spares, furniture, Humber motor spares, Bearings for Pratt & Whitney engines, Ford engines and spares, Standard motor spares, nylon webbing, miscellaneous electrical equipment, Thornycroft and Bedford spares, Austin spares, Rootes spares, Coles crane spares, miscellaneous plant spares, a/c magnetos, nylon cord, old batteries, David Brown spares, Tasker spares, old mats, carpets, Ford V8 engines, Leyland power units, trolleys, engine cases and stand pipes.		
Oct. 14 .	The sale will include Romney, Blister and Nissen huts, Marston shed and Laing buildings.	Rufforth Airfield, York.	M. Tomlinson & Son, 24 High Street, Wetherby. (Tel. Wetherby 2748/9).
Oct. 15 .	The sale will include Nissen huts, Tarron huts, weatherboard double skinned building and 8 x 250 gallon water tanks.	Castle Camp, Pickering, North Riding of Yorkshire.	Boulter & Cooper Ltd., St. Michael's House, Malton, N. Yorks. (Tel. Malton 2151, 2 lines)
Oct. 28 .	The sale will include hangars, houses, workshops, offices, 30 acres of land with planning permission for industrial use, also 6 timber huts and 2 Seco huts for removal.	Kirkbride Airfield, Cumberland.	J. M. Richardson & Son, 1 Cecil Street, Carlisle. (Tel. Carlisle 21187).
Oct. 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Nov. 5 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Oct. 6 .	Plant, machine tools and miscellaneous stores.	Cheetham Town Hall, Manchester . .	J. H. Norris & Son (Dept. L), 38 Deansgate, Knott Hill, Manchester, 3. (Tel. Deansgate 3176).
Oct. 7 .	Vanguard saloons, Austin Champs, Land Rovers, trucks.	Command Vehicle Park, Long Kesh Aerodrome, Hillsborough, Co. Down, Northern Ireland.	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233).
Oct. 14 .	Machine tools, woodworking machinery, compressors, cameras, projectors, photographic stores, trailer vans, metal oil cans and miscellaneous stores.	Technical Stores Sub-Depot, Old Dalby, near Melton Mowbray, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. (Tel. 3081).
Oct. 20/21 .	Machine tools, paint and miscellaneous stores.	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 73 and 533).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER

Machine tools: Horizontal, universal and vertical borers, horizontal and radial drills, cylindrical and internal grinders, gear shaper, gear and worm wheel generators, centre, surfacing, boring, screwcutting and turret lathes, planer.

Location: Royal Ordnance Factory, Nottingham.

Tender forms must be returned by 10 a.m. October 20, 1964.

Applications for tender forms should be made to Ministry of Defence, Directorate of Sales 4.b.2, First Avenue House, High Holborn, W.C.1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Oct. 6	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers, View-days: day preceding the sale and morning of sale.

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Exhibitions and Fairs

Even better export prospects for British trucks and buses

THE LONDON COMMERCIAL VEHICLE SHOW at Earls Court was opened by Mr. Ernest Marples, Minister of Transport, on September 25 (to October 3). The show displays a marked trend towards the production of more powerful trucks and vans with lower unladen weight, and with the prospect of more and more fast roads being constructed all over the world, the sight of heavily laden lorries travelling at 60 mph (100 kph) will be commonplace. The Midland Red Bus Company are already testing a 100 mph bus on the M1.

Held every two years, the show this time accommodates no less than 481 vehicles, and chassis – 421 motorized and 60 trailer units – featuring at one end of the scale, the 5-cwt. delivery van and 12-seater passenger carrying vehicle, and at the other, the giants of the road both for freight and public transport.

Bigger vehicles, in fact, are the show's main feature. This is because of the recently introduced Regulations permitting increased dimensions and weights for commercial vehicles used in this country. For example, trucks can be given an extra 6 feet in length to a total of just over 36 feet, and have the width increased from 7 feet 6 inches to about 8 feet 2½ inches. The additional weight allowances are all subject to new requirements concerning braking and other specifications. The industry has, of course, always been able to make bigger commercial vehicles for export and, for special indivisible loads, for the United Kingdom.

One of the exhibits, incidentally a trailer for overseas, is so long that the bogies at one end had to be removed to get it on the stand at all, and so heavy that it had to be lowered to its 'flat on the ground' position in order to spread the immense load evenly on the floor.

By the new Regulations it is now possible to bring home production more into line with the vehicles made abroad, thereby adding to the competitive potential of the British haulier, especially in cross-channel traffic. It should also help export sales as such by reducing further the uneconomic need to build to different specifications for home and overseas. Apart from these basic constructional developments the main trends affecting vehicles at the show include higher speeds, improvements in braking and cab comfort, further developments in air suspension, and easier and less frequent servicing.

Higher speeds are being accomplished through greater power output from the engine, gearboxes with up to 15 forward speeds, and reduction of the weight to power ratio by changes in body design methods. Other engine developments include an improved cooling system which also gives longer gasket life. Detailed attention to the comfort of the driver has promoted the provision, for example, of insulation against noise and vibration, wide-angle vision, a place for a radio, more lightly operated controls and built-in sun visors and screen washers as well as heating and demisting units. Improvements to heating and ventilating systems include, in the cab of a heavy commercial vehicle at the show, a unit which can provide heat equivalent to four 2 kilowatt fires and, in warm weather, a stream of cool air for both the driver and his mate.

The Thames 36 PSV chassis, introduced last year, was the subect of a special display at the Ford stand. It is seen here in France on a recent Continental proving run.

Mr. W. Swallow, President of the Society of Motor Manufacturers and Traders and Chairman and Managing Director of Vauxhall Motors, addressing a Press conference in London before the Show opened said:

'From January to July the industry has been producing almost a thousand more commercial vehicles a week than it did in the comparable months of last year, and exports have been little short of the record rate for the same period in 1961. Overseas sales were valued at £77 million, over £2½ million a week.

'The detailed figures, comparing the half years 1964 and 1963, show that the main advances have been made in Africa, where the vlue of shipments rose by nearly a quarter to over £18½ million, and in Oceania, comprising Australia, New Zealand and certain other territories in the Pacific, where there was a one-fifth increase to more than £11 million.

'The 1964 Commercial Motor Show contributes to the further expansion of our export trade and provides a powerful start to a series of displays here in London which will be seen by visitors from all over the world.'

Extremely large numbers of normal-control Bedfords are used in Malaysia, covering large mileages over the toughest of terrains. In under two years this articulated outfit covered 125,000 miles carrying eggs and poultry foods between Kuala Lumpur and Singapore markets.

Shipbuilding publication for design exhibition

'The World's Best Ships', a sixteen-page brochure recently produced by the British shipbuilding industry as part of an extensive sales effort, has been selected by the Council of Industrial Design for the 'Print for Exporters' display now on view at the Design Centre,

(*Continued at foot of page 751*)

Cologne International Cycle and Motor Cycle Show

The Lord Mayor of Cologne congratulating Mr. S. N. Shilton, general sales manager of Triumph, on his ride from Coventry to Cologne bearing greetings from the Lord Mayor of Coventry, and (right) a general view of the joint venture stand organized by the Board of Trade in collaboration with the Cycle and Motor Cycle Industries Association (see Board of Trade Journal *of September 25, 1964, page 698).*

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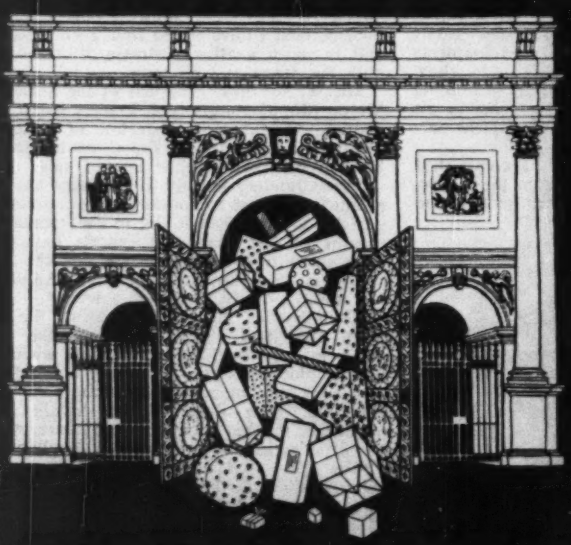

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Britain has largest foreign showing at Milan Plastics Exhibition

A report from the British Consulate-General, Milan

ITALY is the world's 5th largest producer of plastics and it was therefore appropriate that this year's European Plastics Exhibition, the successor to the 1963 Dusseldorf exhibition, should have been held in the Milan Fair Ground. Although the great majority of firms at PLAST 64, which lasted from September 19 to 27, were naturally Italian, Britain with 30 firms provided the largest number of foreign exhibitors. Of the other principal countries taking part, France had 26 firms represented, Germany 18 and Switzerland 9.

Fifteen of the British firms took part in two 'joint-venture' stands displaying separately machinery and materials. These stands, which were organized by the Board of Trade and the British Plastics Federation and designed and constructed by the Central Office of Information, were widely praised by Italian visitors, including the Minister for Scientific Research, Senator Arnaudi who opened the exhibition. The British firms using the stands were also very pleased with them.

The British machinery stand with six manufacturers of plastics machinery was a centre of interest for visitors to the exhibition. The seven British firms on the materials stand showed a wide range of finished products from PVC dolls to plastic baths. There were also representatives from two British technical journals who succeeded in selling subscriptions like hot cakes.

PLAST 64 has been remarkably successful in attracting a large number of visitors from all over Europe, and enquiries from outside Italy have largely compensated for the fact that, because of Italy's present economic problems, Italian orders have tended to be relatively few.

On Sunday, September 20, Lord Drumalbyn, Minister of State at the Board of Trade, visited the exhibition on his way back to London from the Levant Fair at Bari. Although his was a relatively short visit, he found time to speak to all the exhibitors on the two British joint-venture stands and also to some of the British firms elsewhere in the show.

The British Plastic Federation, which had information booths on both the information stands, gave a press conference and reception on September 24. Mr. Peter Stephens, H.M. Consul-General, Milan, and Mr. A. Renfrew, head of the Federation's Overseas Trade Committee, spoke to members of the European technical press and to British businessmen about Anglo-Italian trade and the prospects for the British plastics industry.

It is still too early for figures of the number of visitors to PLAST 64 or for details of the orders secured by British firms, but one can safely say that the British stands have been centres of attraction and that the British exhibitors have been happy with the business they have done and with the Milan European Plastics Exhibition in general.

Design Exhibition, continued

London. The fully illustrated booklet, featuring six recently completed British-built vessels and the latest developments in marine engineering, received world-wide distribution. It was designed by Frederick Barter of Percy Lund, Humphries & Co. Ltd. – who printed the publication for the Industry's Information Office.

After the London display closes on October 31, the exhibition is scheduled to visit Manchester, Bristol, Nottingham, Southampton, Birmingham and Glasgow. (*see page 729*)

Peking visitors should also see Hong Kong

VISITORS to the British Industrial Exhibition in Peking beginning on November 2 next are reminded that this provides an excellent opportunity to call at Hong Kong to see something of the industry and development there.

The Board of Trade are anxious that as many people as possible shall avail themselves of this opportunity, and their Trade Commissioner in Hong Kong, Mr. G. W. Marshall, will be delighted to assist in any way he can to make their stay as useful and as enjoyable as possible.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe .	*This issue*	*Jan.* 1
Europe . .	*Sept.* 4	*Dec.* 4
United Kingdom .	*Aug.* 7.	*Nov.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

**indicates event which is held annually at approximately the time stated.*

†indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 4 and August 7, respectively.

EUROPE

Amendments:

Brussels: The Board of Trade have been informed that the Building Materials and Accessories Exhibition (BATIMENT)) will be held from January 30-February 7, 1965 and not from February 6-14, 1965 as previously shown.

The Board of Trade have been informed that the Swedish Trade Fair will be held in Gothenburg from May 7-16, 1965 and not from May 7-15 as shown in the *Board of Trade Journal* of September 4.

Additions:

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – November 8-16, 1964.
* Apply, Salon de l'Equipment des Commerce, 42, rue du Louvre, Paris 1 er.

VERONA: INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 14-22, 1965.
* Apply, Secretary General, International Agricultural Fair, Palazzo del Pallone, Verona.

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 2-11, 1965.
* Apply, Salon de l'Equipment des Commerce, 42, rue du Louvre, Paris 1 er.

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32 countries exhibit at Helsinki Trade Fair

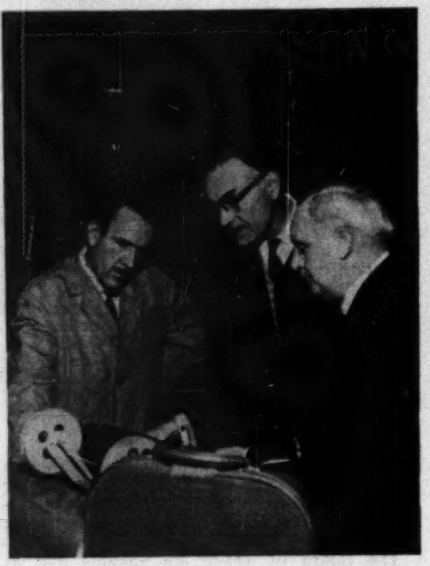
From the Commercial Department, British Embassy, Helsinki

THE second International Trade Fair which took place in Helsinki from September 17 to 27, was about a fifth larger than the first event in 1962. In fact it is claimed to have been the largest fair, in area, which has so far taken place in Scandinavia. The products of over 2,000 firms were on show, covering a wide range of industrial and consumer goods. One-third of the exhibitors were Finnish firms. West Germany was the largest foreign participant with some 300 firms represented directly or through their agents—twice as many as the United Kingdom. There were only six direct British exhibitors.

A total of 32 countries exhibited and of these 20 mounted national prestige stands. Of the latter, the United States pavilion of some 9,000 square feet was the largest. It was mainly devoted to the display of car repair and maintenance equipment. A separate pavilion was also mounted by India, containing a tea room furnished by the Indian High Commission in London. Prestige stands were mounted in the Hall of Nations by Austria, Bulgaria, Denmark, France, East Germany, the Federal Republic, Hungary, Israel, Italy, Poland, Rumania and Switzerland, and several of these countries were supported by ministerial visits from their capitals. The East European countries regard Finland as something of a window on the world, and their participation was appropriately extensive, though by contrast the contributions by the Soviet Union and Czechoslovakia were very modest. A joint pavilion was arranged by Yugoslavia, Norway, Sweden and Canada.

After the strong showing of the United Kingdom at the first International Fair and at the 'Navigare 63' maritime exhibition last year, our absence from the Hall of Nations was noticeable. Only one British trade association responded to official offers to organize joint venture stands: four member firms of the Business Equipment Trade Association displayed typewriters, duplicators, safes, and dictation equipment. The most striking individual British exhibit was undoubtedly the privately-mounted stand of the White Horse Distillery Co. Ltd., on what was probably the best indoor site in the whole exhibition. All in all, the scale of direct British participation scarcely befitted Finland's largest customer, and a country with which Finland is currently earning a sterling surplus at the rate of £45 million a year. Against this must be set the fact that the participation by Finland's Scandinavian partners was similarly modest.

Ten days is probably too long for a general trade fair in Finland, but since the organizers must rely heavily on public attendance to make the show pay its way, it must clearly remain open as long as international convention allows. Attendance was gratifying: there were 295,510 visitors (including 92,582 *bona fide* business visitors) as compared with a total of 277,061 at the 1962 event (81,846 businessmen).



Sir Anthony Lambert (centre), British Ambassador, being shown one of the latest Imperial typewriters on the Business Equipment Trade Association's stand at the Second International Trade Fair, Helsinki, by Mr. J. E. Stokes (right), export sales manager, Imperial Typewriter Co. Ltd.

Magnetic tools demonstration unit to visit Belgium, Luxembourg and W. Germany

The ECLIPSE magnetic tools demonstration unit left the Napier Street works of James Neill & Company (Sheffield) Ltd., on September 24 for a six weeks intensive tour of Belgium, Luxembourg and W. Germany.

The object of the tour is to reinforce the firm's sales policy in these areas, to provide users – actual and potential – with a more thorough working knowledge of the firm's range of magnetic tools and to provide them with an opportunity of detailed discussion, on technical or other allied problems associated with magnetic workholding, with the firm's experts on the spot.

During the tour the unit will be accompanied by its normal team comprising Mr. E. H. Biggs, field engineer and Mr. T. P. Thackray, assistant to the field engineer. For the Belgian leg of the tour, Mr. F. G. Tyack, sales manager for industrial permanent magnets, will be in attendance and Mr.N.P.H. Neill will be with the unit in W. Germany.

(*See also page 774*)

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).
R. Wood

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1. (Tel. Bristol 294821.
Code: OBR 2. 204821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C2. (Tel. Glasgow City 2855. Code: 041. City 2855. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

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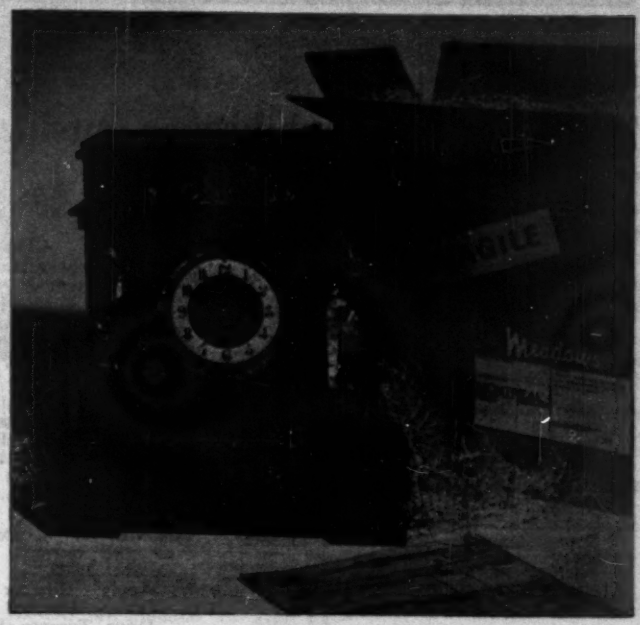

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Trade fairs and exhibitions outside Europe

1964: General

SYDNEY: BRITISH EXHIBITION, AUSTRALIA – September 25-October 10.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

ALGIERS: INTERNATIONAL FAIR – September 26-October 11.
Apply, Secretariat Permanent, Palais Consulaire, Place des Martyrs, Algiers.

PEKING: BRITISH EXHIBITION – November 2-14.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

1964: Specialized

Automation

NEW YORK: 19TH INTERNATIONAL INSTRUMENT-AUTOMATION CONFERENCE AND EXHIBITION – October 12-15. At the Coliseum.
* Apply, Instrument Society of America, 530, William Penn Place, Pittsburgh, Pennsylvania.

Books

TOKYO: SIXTH TOKYO INTERNATIONAL BOOK EXHIBITION – November 10-15.
Apply, The A.P. Wales Organisation, 18, Charing Cross Road, London, W.C.2. (Tel. Temple Bar 8947).

Building

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS 21ST ANNUAL CONVENTION AND EXPOSITION – December 6-10. At McCormick Place.
* Apply, Mr. Paul S. Van Auken, 140 South Dearborn Street, Chicago, Illinois.

Chemical

TORONTO: CANADIAN CHEMICAL AND EQUIPMENT EXHIBITION – October 27-30.
Apply, Mr. J. R. MacDonald, Exhibition Manager, 1450 Don Mills Road, Don Mills, Ontario.

Electrical, radio, television, electronics

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 19-21. At McCormick Place.
* Apply, National Electronics Conference Inc. 228, La Salle Street, Chicago, Illinois.

Engineering, machinery, machine tools

CHICAGO: CONVENTION AND EXHIBITION OF THE NATIONAL AUTOMATIC MERCHANDISING – October 17-20.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois.

PHILADELPHIA: AMERICAN SOCIETY FOR METALS, EXPOSITION AND CONGRESS – October 19-23.
* Apply, American Society for Metals, Metals Park, Novelty, Ohio, U.S.A.

TOKYO: JAPAN INTERNATIONAL MACHINE TOOL FAIR – November 9-20.
Apply, Tokyo International Trade Fair Commission, c/o Tokyo-To Denki Kenkyujo Building No. 5, 2-chome, Yuraku-cho, Chiyoda-ku, Tokyo.

Leather, Footwear

CHICAGO: NATIONAL SHOE FAIR – October 11-14.
* Apply, Mr. J. P. Gibbons, Hotel New Yorker, Room 1929, Eighth Avenue at 34th Street, New York City, N.Y.

Medical

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO HOSPITAL ASSOCIATION – October 26-28.
* Apply, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Toronto (Don Mills) Ontario.

Motor transport

LOS ANGELES: INTERNATIONAL AUTOMOBILE SHOW – October 23-November 2.
* Apply, Los Angeles Motor Car Dealers' Association, 8721 Sunset Boulevard, Los Angeles 69 California.

Nuclear Energy

SAN FRANCISCO: ATOMFAIR '64 – December 1-3. At Brooks Hall.
* Apply, Exhibit Department, Atomic Industrial Forum, 850 Third Avenue, New York 22, N.Y.

Packaging

TORONTO: NATIONAL PACKAGING EXPOSITION – November 3-5.
† Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

1965: General

COLOMBO: CEYLON INDUSTRIAL EXHIBITION – January 15-February 14.
Apply, Director, Industrial Exhibition, 48, Sri Jinaratana Road, Colombo 2.

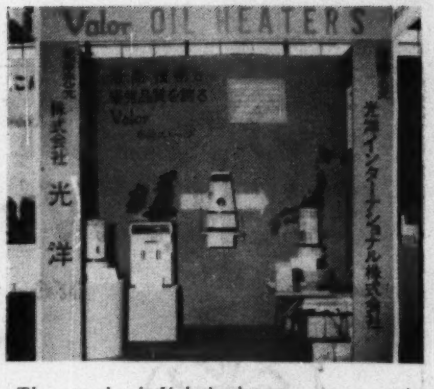
TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20.
* Apply, Exhibitors' Section Director General of the Tripoli International Fair, Tripoli, Libya.

MELBOURNE: THIRD AUSTRALIAN INDUSTRIES FAIR – March 4-20.
Apply, General Manager, The Victorian Chamber of Manufactures, Manufacturers' Building 312 Flinders Street, Melbourne CI Australia.

JOHANNESBURG: RAND EASTER SHOW – April 6-19.
* Apply, Witwatersrand Agricultural Society, P.O. Box 4344, Johannesburg.

TOKYO: SIXTH INTERNATIONAL TRADE FAIR–April 16-May 5.
† Apply, Tokyo International Trade Fair Management Office, G.P.O. Box 1201, Tokyo, Japan.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 19-September 5. At Exhibition Park.
* Apply, Canadian National Exhibition Representative, Columbia House, 3, Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).



The stand of Valor's latest overseas subsidiary, Valor (Japan) Ltd. at the recent Tokyo Oil and Gas Heating Apparatus Exhibition at the Harumi Fair Ground, Tokyo. The stand shows four of Valor's portable oil heaters and was the company's first stand at a Japanese exhibition.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, The Secretary, The British Chamber of Commerce of Turkey (Inc.), P.O. Box 190, Galata, Istanbul, Turkey.

TOKYO: BRITISH EXHIBITION, – September 17-October 3.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

SYDNEY: INTERNATIONAL TRADE FAIR – October 19-30. At the Royal Agricultural Society's Showground.
† Apply, U.K. Agents, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LIMA: PACIFIC INTERNATIONAL TRADE FAIR – October 30-November 14.
† Apply, Pacific International Trade Fair, P.O. Box 4900 Lima, Peru.

1965: Specialized

Agricultural, fishing, dairy

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT TRADE SHOW – January 27-30.
* Apply, Canada Farm and Industrial Equipment Trade Show, 4881, Yonge Street, Willowdale, Ontario.

HONG KONG: FISHERIES EXHIBITION – February 1-6.
Apply, The Secretary, 1965 Fisheries Exhibition Committee, c/o Fisheries Research Station, Aberdeen, Hong Kong.

MONTREAL: NATIONAL AGRICULTURAL EXHIBITION – February 12-18.
* Apply, Salon National de l'Agriculture 10819, St. Denis Street, Montreal, P.Q.

Automation

LOS ANGELES: 20TH INTERNATIONAL INSTRUMENT-AUTOMATION CONFERENCE AND EXHIBITION – October 4-7. At Los Angeles Sports Arena.
* Apply, Mr. W. H. Kushnick, Penn Sheraton, 530, William Penn Place, Pittsburgh 19.

Boats

NEW YORK: NATIONAL MOTOR BOAT SHOW – January 15-24.
* Apply, National Association of Engine and Boat Manufacturers Inc., 420, Lexington Avenue, New York 17, N.Y.

BALTIMORE, MARYLAND: CHESAPEAKE BAY BOAT SHOW – February 4-9.
* Apply, Chesapeake Bay Boat Show, 1006, Cathedral Street, Baltimore 1, Maryland.

TORONTO: CANADIAN BOAT SHOW – February 5-13.
* Apply, Canadian Boat Show, Canadian National Sportsmen's Show, 85, King Street East, Toronto 1.

MIAMI: INTERNATIONAL BOAT SHOW – February 19-24.
* Apply, Miami International Boat Show Inc., 1333, South Miami Avenue, Miami 32, Florida.

LOS ANGELES: BOAT SHOW – February 19-28.
* Apply, Southern California Marine Association Inc., 630, South Kenmore Avenue, Los Angeles 5, California.

CHICAGO: NATIONAL BOAT, TRAVEL AND OUTDOORS SHOW – March 6-14.
* Apply, The Outboard Boating Club of America, 307, North Michigan Avenue, Chicago 1, Illinois.

Chemical

NEW YORK: CHEMICAL INDUSTRIES EXHIBITION – November 29-December 3.
† Apply, International Exposition Company, 480 Lexington Avenue, New York 17.

Electrical, radio, television, electronics

NEW YORK: ELECTRICAL AND ELECTRONICS ENGINEERS INTERNATIONAL CONVENTION – March 22-25. At New York Coliseum.
* Apply, Mr. William C. Copp, Dept. 72, W. 45th Street, New York.

NEW YORK: NATIONAL LIGHTING EXPOSITION – June 7-9. At the Coliseum.
Apply, Expositions for Electrical Industries Inc., 310, Madison Avenue, New York, N.Y.

SAN FRANCISCO: WESTERN ELECTRONICS SHOW AND CONVENTION – August 24-27. At Cow Palace.
* Apply, Mr. Don Larson, 3600, Wilshire Boulevard, Los Angeles 35.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 25-27.
* Apply, National Electronics Conference Inc., 228N, La Salle Street, Chicago, Illinois.

Engineering, machinery, machine tools

CHICAGO: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – January 25-28.
† Apply, International Exposition Co. Inc., 480 Lexington Avenue, New York 17, N.Y.

DETROIT: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 8-11.
* Apply, Clapp & Poliak Inc. 341 Madison Avenue, New York 17, N.Y.

CLEVELAND: ASTME TOOL EXPOSITION – March 29-April 2. At Public Auditorium.
* Apply, American Society of Tool and Manufacturing Engineers, 10700, Puritan Avenue, Detroit 38, Michigan.

TORONTO: NATIONAL PRODUCTION SHOW OF CANADA – May 3-7.
† Apply, Show Manager, Production Show '65, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

NEW YORK: DESIGN ENGINEERING SHOW – May 17-20.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

CLEVELAND: MATERIAL HANDLING INSTITUTE SHOW – May 18-20.
* Apply, Shea Expositions Corporation, 1, Gateway Centre, Pittsburgh 22, Pennsylvania.

SYDNEY: INTERNATIONAL MACHINE TOOL EXHIBITION – July 19-31. At the Showground.
Apply, The Machinery Merchants Division, Sydney Chamber of Commerce, 161, Clarence Street, Sydney, New South Wales, Australia.

MELBOURNE: 7TH BIENNIAL MELBOURNE ENGINEERING INDUSTRIAL AND MACHINE TOOLS EXHIBITION – August 9-14. At Exhibition Buildings.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Mr. J. D. Leithead, British Trade Commissioner, Auckland (left), and Mr. A. E. Tarrant, a representative of the Cotton Board, discuss one of the furnishing fabrics on display at the recent 'Cotton Furnishings from Britain 1964/65' exhibition in Auckland. The exhibition contained furnishing fabrics selected to provide a representative range of British designs in the furnishings field.

CHICAGO: PRODUCTION ENGINEERING SHOW – September 21-October 1.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

ATLANTIC CITY: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 26-October 2.
Apply, American Textile Machinery Association P.O. Box 96 Vienna, Virginia.

DETROIT: AMERICAN SOCIETY FOR METALS EXPOSITION – October 18-22.
* Apply, Mr. W. J. Hilty, Exposition Manager, Metals Park, Ohio.

CHICAGO: PACKAGING MACHINERY SHOW – November 2-5.
† Apply, International Exposition Company, 480, Lexington Avenue, New York 17.

Fancy goods, gifts, toys, hobbies

CHICAGO: HOBBY INDUSTRY TRADE SHOW – January 31-February 4.
* Apply, Mr. W. L. MacMillan, Hobby Industries Association, 200, Fifth Avenue, New York 10.

NEW YORK: GIFT SHOW – February 21-26.
* Apply, Little Brothers Shows Inc., 220, Fifth Avenue, New York 1, N.Y.

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 7-12. At Hilton Hotel.
* Apply, International Trade Shows, 545, Fifth Avenue, New York 17, New York.

Homes, household goods and hardware

ATLANTIC CITY: CHINA AND GLASS SHOW – January 6-10.
* Apply, Little Brothers Shows Inc., 220, Fifth Avenue, New York 1, New York.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 11-15.
* Apply, National Housewares Manufacturers' Association, 1130, Merchandise Mart, Chicago 54, Illinois.

TORONTO: CANADIAN HARDWARE SHOW – February 8-11.
* Apply, Canadian Retail Hardware Association, 290, Merton Street, Toronto 7, Ontario.

Hotel, restaurant, catering and foodstuffs

CHICAGO: NATIONAL CONFECTIONERS ASSOCIATION EXHIBITION – June 6-10.
Apply, Mr. F. N. Branson, 36, South Wabash Avenue, Chicago 3, Illinois.

Leather, footwear

NEW YORK: NATIONAL SHOE FAIR – March 27-31.
* Apply, National Shoe Manufacturers Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York City, N.Y.1.

CHICAGO: NATIONAL SHOE FAIR – October 9-13.
* Apply, National Shoe Manufacturers Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York City, N.Y.1.

Motor transport

NEW YORK: NATIONAL AUTO ACCESSORIES EXHIBITION – February 1-4.
* Apply, Automotive Accessories Manufacturers of America. One Bala Avenue. Bala, Cynwyd, Pennsylvania.

PERTH: MOTOR SHOW – February 4-10.
* Apply, Chamber of Automotive Industries, 111, Hay Street, West Perth, West Australia.

CHICAGO: MOTOR SHOW – February 20-28.
* Apply, Chicago Automobile Trade Association, 35, East Wacker Drive, Chicago 1, Illinois.

MONTREAL: BRITISH MOTOR SHOW – April 1-4
* Apply, British Motor Show, c/o Cooke Toledo Motors, 2134 St. Catherine Street West, Montreal, P.Q.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – April 3-11.
* Apply, Charles Snitow Organisation, 331, Madison Avenue, New York 17, N.Y.

Packaging

CHICAGO: NATIONAL PACKAGING EXHIBITION – April 5-8.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

Sports

CHICAGO: NATIONAL SPORTING GOODS SHOW – January 31-February 4.
* Apply, The Secretary, National Sporting Goods Association, 23, East Jackson Boulevard, Chicago, Illinois.

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – February 5-14.
* Apply, National Boat Show, 325, Pacific Avenue, San Francisco 11, California.

MONTREAL: CANADIAN SPORTS AND CYCLE ASSOCIATION SHOW – February 15-19.
* Apply, Canadian Sports Goods and Cycle Association, 11580, Poincare Street, Montreal P.Q.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 12-20.
* Apply, Toronto Anglers' and Hunters' Association, 85, King Street East, Toronto 1.

Stationery

NEW YORK: STATIONERY SHOW – May 16-21.
* Apply, George Little Management Inc., 220, Fifth Avenue, New York 1, N.Y.

1966: General

MELBOURNE: INTERNATIONAL TRADE FAIR – March 2-19.
Apply, Melbourne International Trade Fair, Melbourne Chamber of Commerce, 90, William Street, Melbourne, C.1.

1966: Specialized

Building

TORONTO: CONSTRUCTION AND PUBLIC WORKS SHOW – December 5-8. At Exhibition Park.
† Apply, Mr. L Haines, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.

Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 2-5. At Exhibition Park.
† Apply, Mr. J. Neil, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2, Canada.

Overseas Trade and Exports

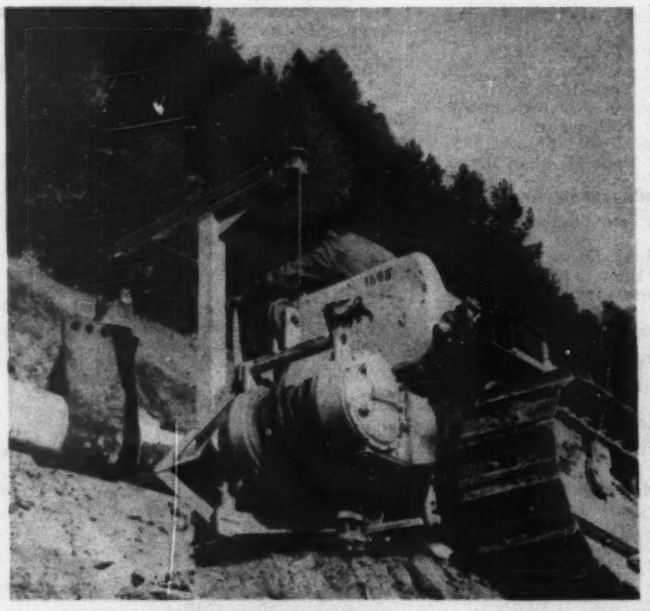
EMPHASIS ON EXPORTS

From farm contracting to world exports

'BASIC KNOW-HOW', said Mr. John Boughton ticking off the contributory factors to the successful sales of Boughton winches abroad, 'careful planning and certainly the readiness to design equipment for specialized markets'. It is a simple formula but in less than 15 years the Amersham family firm of T. T. Boughton and Sons Ltd., has grown from a purely agricultural and forestry concern to an extremely busy factory covering 85,000 sq. ft., which is turning out large quantities of all sorts of winches and is still growing visibly.

Apart from an intimate knowledge of the needs of the agricultural and forestry industries built up from their own considerable interests in these fields, there has always been a traditional flair for mechanical ingenuity in the company. Know-how could be called their stock-in-trade. The late T. T. Boughton, the founder, was an enthusiastic inventor. Mr. Trafford Boughton – chairman of the company and also an inventor – realised in 1936 that there was no suitable tractor towing winch for the firm's logging operations. According to company legend, he pulled out a bunch of keys and sketched out a winch design there and then, in the dust of the company blacksmith's shop, where he happened to be at the time.

T. T. Boughton and Sons Ltd., is an old established Buckinghamshire company with extensive haulage, contracting and sawmilling interests. It was founded in the village of Chenies in 1897 by T. T. Boughton, a 21-year old farmer's son, and moved to its present position in Bell Lane, Amersham six years later. T. T. Boughton was the father of the present joint managing directors, Mr. Trafford (also chairman) and Mr. John Boughton. For many years the company centred around steam engines, principally used for local road maintenance and as ploughing machines. Business expanded rapidly and the steam engine gave way to more advanced forms of power. Mr. Trafford Boughton's towing winch became the forerunner of a whole variety of winches from miniature side-winding units for hauling out the occasional piece of timber on the farm to 25-ton giants for export to every part of the world. The attention of the design staff is now increasingly devoted to the use of hydraulics and to the range of hydraulically operated winches have been added hydraulically operated side boom cranes and bigger and better winches.



A Fiat 70 tractor equipped with a Boughton winch working at the Great St. Bernard Pass.

As a comparatively small private limited company, Boughton's successful entry into export marketing was not achieved easily. Until 1950 they had only made one model of tractor winch, which had been developed for a specific agricultural purpose in this country and had not been exported at all. From inquiries received at various exhibitions which were attended at that time it was clear that markets for winches existed overseas but it was equally clear that the one and only model then available was quite unsuitable for most areas.

Furthermore the Boughton winch was made to fit one make and model of tractor and although this particular make was popular, it was not necessarily acceptable to every country.

The directors decided to broaden the market for Boughton winches and to this end designers were set to work to apply them to as many tractors as possible and at the same time to make them suitable for use in many industries at home and overseas. In order to study the needs of the widest cross-section of potential users, meetings were held with tractor manufacturers, their agents and customers in various parts of the world. Over 40 countries were visited during these investigations and many exhibitions were attended to assess the strength of the competition.

The main result of this activity is that over 250 variations of Boughton winches have been developed and exported to more than 50 countries. Often overseas trips have resulted in quite different sequels to those envisaged when the journeys were undertaken. Markets which have proved negative from the point of view of established products have been found to be in need of equipment complementary to other lines. In this way Boughtons have developed side-boom pipelaying cranes, slewing cranes, side tipping buckets, rippers, toolbars, logging arches, oil field equipment and many kinds of military winches.

During the last financial year goods to the value of well over £500,000 were exported. Perhaps a more significant figure, however, would be that showing the value of tractors and trucks which were exported as a direct result of Boughton equipment being available to transform ordinary vehicles into specialized tools to meet overseas needs. For example, the availability of Boughton side-boom pipelaying cranes to British-built crawler tractors led to an order of over £250,000 being placed with a well-known British tractor manufacturer last year. The order came from a single customer in the oil industry.

Boughtons now export from 73 to 75 per cent of their products. Naturally this volume of overseas trade involves a great deal of travelling. Senior executives and engineers from the company are continually moving from country to country and the directors pay warm tribute to overseas officers. They have been of the utmost help, they say, in introducing agents and making contacts which have proved to be instrumental in opening up various markets.

Many of the staff, whose travels range from the frozen north to tropical forests, have had interesting personal adventures. One director arrived, innocently enough, in a South American country during a minor revolution and was promptly marched off at gunpoint. Another executive waited several days on a lonely air strip in the stupefying heat of the Congo with only one other passenger to keep him company. When the aircraft at last arrived there was only one seat for which the two men tossed a coin. The Boughton's man lost and had to wait by himself for another week.

ECGD cover has also contributed appreciably in helping to meet the terms granted by competing countries. The directors say that this insurance cover is being used more and more in conjunction with financial interests and its importance cannot be overstressed. A relatively small company such as Boughtons with a capital of £100,000 would have great difficulty in financing the manufacture and stocking of goods all over the world, entirely on its own resources and the directors pay tribute to the National Provincial Bank Limited and to Hambros Bank Limited for their assistance.

The expansion policy has meant that the profits of the company have been ploughed back into the business to finance design, development and marketing. One of the most notable effects of this is the way that the intense activity of the day and night shifts at the factory is accompanied by an extensive rebuilding programme. The site of the old blacksmith's shop is giving way to a new 38-ft. span steel-framed cedar-clad building which will house the drawing staff; the company's non-ferrous foundry is being enlarged; new stores and workshops are being built.

British assistance to California State water project

THE Department of Scientific and Industrial Research National Engineering Laboratory at East Kilbride is to play a vital role in the vast water supply scheme now under construction in California by the California Division of Water Resources. When the project is completed, 3,000 million gallons of water will be pumped each day from north to south through a 450 mile long aqueduct.

One of the most difficult engineering problems is to lift the water by 2,000 feet through the Techahapi mountains in the southern part of California. No previous project has required pumps for duties of this nature. The biggest item in the running costs will be the cost of electrical power to drive the pumps, and the local water authorities must therefore ensure that the pumps to be provided are the most efficient that can be designed anywhere in the world.

The largest of the agencies contracting for water is the Metropolitan Water District of Southern California which provides additional water for nine million people, half of California's total population. Through their engineering consultants, Bechtel Corporation of San Francisco, the National Engineering Laboratory has been commissioned to test model pumps designed by different manufacturers and to evaluate the results of the tests, as an aid to the selection of the best design. NEL was chosen for this important work because it is independent of any manufacturer and because its facilities are among the most up-to-date in any country. It is expected that eight pump models will be tested at East Kilbride at the end of this year and early in 1965, and that a further three models will be tested in more detail later next year. The pumps tested in the Laboratory will have impellers ranging in diameter from 12 to 20 inches.

Although the detailed results for each pump will be confidential, it will be possible for the Laboratory to make use of the results in its own programme of pump research to improve pump design, which will be published openly in due course. The data will be particularly valuable in helping to develop more accurate methods of predicting the performance of large pumps from tests on relatively small scale models.

European merchants meet in Copenhagen

THE British Export Houses Association, which represents the interests of the United Kingdom export merchanting community, represented Great Britain at the Stockholm Club for the Ninth Annual Meeting in Copenhagen on September 24 and 25. Representatives from export merchanting organizations in Belgium, Denmark, Italy, the Netherlands, Sweden and Western Germany also attended.

The main discussions centred on East/West trade as it affects the export merchant; export credit guarantees, with particular reference to the granting of long-term credit to iron curtain countries; and the recent UN Trade and Development Conference.

British Chambers of Commerce overseas

THE ADDRESS of the Australia/British Trade Association in Australia is 138 Flinders Street, Melbourne, C.1, not as stated in the list of British Chambers of Commerce overseas on page 718 of last week's *Board of Trade Journal*.

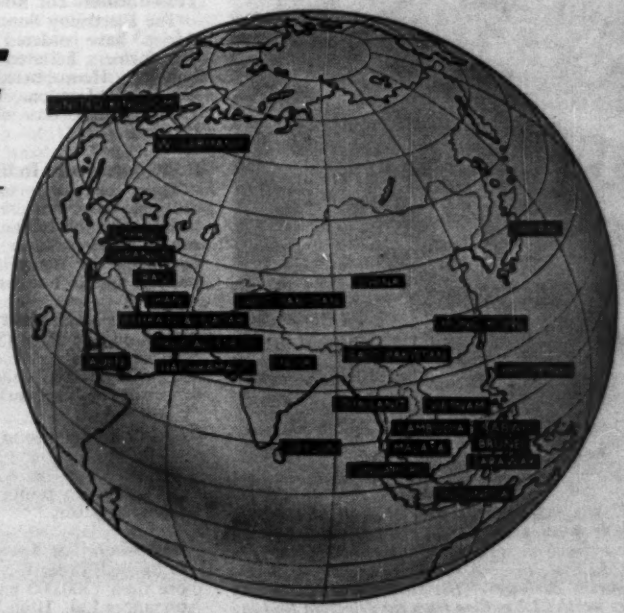
British Commercial Representatives in Nigeria

MR. M. Z. WASILEWSKI, at present serving in Insurance and Companies Department, will shortly take up duty as British Trade Commissioner at Lagos. He will replace Mr. J. S. Sadler, who is to return to Britain at the end of his tour of duty.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

EXPORT DRIVE



For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: THE IRANO BRITISH BANK (INCORPORATED IN IRAN) · ALLAHABAD BANK LIMITED (INCORPORATED IN INDIA) THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA) · THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Russia buys test equipment
Russia is to buy £70,000 worth of vibration test equipment from Pye-Ling Ltd., Royston.

Irish bus kits contract
The Irish Transport Authority, Coras Iompair Eirann, have placed an order worth £250,000 for 255 single deck bus bodies to be supplied by Metal Sections Ltd., Oldbury.

Radio-active waste plant
The contract for the design and construction of the radio-active waste treatment plant at the South African Atomic Energy Board's National Nuclear Research Centre at Pelindaba, near Pretoria, has been awarded to Nuclear Chemical Plant Ltd., London.

Worsted machinery contract with India
Stone-Platt Industries Ltd., London, through their subsidiary Prince-Smith and Stells of Keighley, have received orders worth £500,000 for worsted processing machinery to be supplied to India.

Pakistan orders bridges
P. and W. MacLellan Ltd., Glasgow, have received a contract worth £290,000 from Morrison-Knudsen Co. Inc., San Francisco, for the supply of various bridges for Quadirabad Balloki Link Canal which is part of the Indus Basin Project in West Pakistan.

A 1,200 h.p. Zambesi class diesel-electric locomotive hauling a combined freight and passenger train in Nyasaland. This is one of eight locomotives supplied by AEI Ltd., in 1963 to the Nyasaland & Trans-Zambesia Railways. The firm have received an order worth £2.2 million from the Nigerian Railway Corporation for twenty-nine similar locomotives but rated 1,400 h.p. A.E.I. will provide all electrical equipment, diesel-engines will be made by Sulzer Bros. (London) Ltd., and mechanical parts by Metropolitan-Cammell Carriage & Wagon Co. Ltd.

Cotton promotion in Southern Rhodesia

With the collaboration of Sanders of Salisbury and Bulawayo department store the Cotton Board recently staged a showing of British cotton furnishings chosen for the 1964 Design Awards. The display took the form of a house setting designed by Paul Gell of London, comprising living room (shown above), dining room, bedroom and 'stoep', which formed the centre piece of a display designed to illustrate the potential of British cotton furnishings in the modern Rhodesian home

Transformers for South Africa
The Electricity Supply Commission of South Africa have ordered three 720 MVA auto-transformers, believed to be the biggest in the Southern Hemisphere, from English Electric Co. Ltd., London. The contract is worth £300,000 and was obtained in open competition.

Rail contracts in India
Three contracts, together worth over £1 million, have been awarded to BICC Ltd., London, by the Indian Railway Board, for the supply and installation of 25 kV AC overhead equipment for 164 miles of track, 14 switching stations and 26 booster stations.

Italy buys steel plant
Boulton and Paul (Steel Construction) Ltd., Norwich, have received a £60,000 order from Societa Nazionale delle Officine di Savigliano for structural steelwork plant.

Printing in Barcelona
R. W. Crabtree and Sons Ltd., London, have sold two Countess high speed, two colour, sheet fed, offset printing presses to printers in Barcelona, Spain.

Dishwashers for Spain
A Spanish order for 3,000 dishwashers worth more than £300,000 has been won by Colston Appliances Ltd., High Wycombe, from SEPSA.

Germany's 727 simulator
A Boeing 727 flight simulator has been designed and manufactured by Redifon Ltd., London, for Lufthansa for the training of air crew.

Russia buys marine engine
Mirrlees National Ltd., a Hawker Siddeley company, have received an order from V/O Machinoimport of Russia for KSSDM6 direct reversing propulsion engine for deck control and operation on heavy fuel.

United States buys machine tool accessories
F. Burnerd and Co. Ltd., Winchester, have received an order for £16,000 worth of chucks, collets and accessories to be supplied to the Atlas Press Co., of Kalamazoo.

Air traffic simulator for Montreal
The Canadian Department of Transport has ordered an air traffic control simulator for training air traffic controllers. The equipment is manufactured by the Solartron Electronic Group Ltd., Farnborough, and is to be installed at Dorval Airport, Montreal.

Tasmania fire-fighting
Simon Engineering Ltd., Dudley, have supplied a Snorkel Firefly DS 50 fire-fighting unit to the Launceston Fire Brigade, Tasmania. The unit will be mounted on a Bedford vehicle with bodywork by H. C. B. Angus Ltd., Southampton.

Capacitors for Italian research
BICC Ltd., London, have received another order from Comitato Nazionale per l'Energia Nucleare of Rome for energy storage capacitors for use in plasma physics research.

Egyptian ships refitted
Cammell Laird and Co. Ltd., Birkenhead, have signed a contract with the United Arab Maritime Co., of Alexandria for four ship conversion projects. The vessels concerned are the *Yemen*, *Latakia*, *Tanta* and *Benha* and the value of the contract is about £750,000.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-v of the Board of Trade Journal *of July 31. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 752 of this week's issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Middle East tour for export advertising manager

On September 22 Mr. B. Guthrie, overseas advertising manager, Carreras (Overseas) Limited, makers of Piccadilly, Guards, Craven 'A' and other brands of British cigarettes, left London for Athens on the first leg of a tour of the Middle East and North East Africa which will take him to a total of eleven different countries. During the course of his visit to this area, which imports a considerable quantity of Carreras brands of cigarettes, he will be meeting with the firm's representatives in the various countries and will also be surveying the advertising media available.

African tour

Mr. J. R. Masters, export sales manager, Aluminium Wire and Cable Co. Ltd., Port Tennant, Swansea, will be leaving this country on October 26 to make a tour of The Gambia, Sierra Leone, Ghana, Nigeria, The Sudan, and Malta, returning to this country on December 5.

This is a sales promotion tour mainly for the firm's new solidal cables, during which, film shows will be given in several of these countries apart from contacting old customers and finding new ones for their range of aluminium wires, strip, overhead line conductors and accessories.

World tour to promote new tractor

Mr. John Ellis, director, Bristol-Saunders Sales Ltd., is now on a world tour to promote the new 40 h.p. Bristol-Taurus diesel crawler tractor. The tractor is the result of 3 years' intensive study of agricultural and industrial use of tractors in the United Kingdom and overseas, and Mr. Ellis believes that the Taurus will prove to be the answer to many of the current problems being experienced by tractor users throughout the world.

Mr. Ellis' tour will take him to many countries, including the United States, Australia, New Zealand and South Africa. He will attend the British Exhibition, Sydney, where the tractor is on show.

Canadian business trip

Mr. L. W. Slade, managing director, Bristol Pneumatic Tools Ltd., left England on September 15 for Canada for talks with local distributors of the range of the firm's air compressors. On board the same ship, the *Empress of Canada*, were three Bristol compressors destined for Quebec distributors Colonial Industrial Equipment, Montreal.

Switchgear for South Africa

Mr. W. Harris Joslin, of W. H. Joslin and Co., who are accredited agents for Craig and Derricott Ltd., Sutton Coldfield, arrived in Johannesburg on September 18 in order to follow up inquiries recently undertaken on Craig and Derricott's behalf. Craig and Derricott Ltd., are manufacturers of small industrial electric switchgear and control devices.

Business trip to Iran

Mr. W. Talbot, sales engineer of Limitorque Valve Controls Ltd., Newbury, Berkshire, is visiting Iran in connection with several projects in which his company is interested.

Business trip to North America

Mr. J. Dibsdall, managing director of Charles Wicksteed and Co. Ltd., Kettering, Northants, arrived in New York on September 8 to begin a three weeks business trip to the United States and Canada, connected with the expansion requirements of the company. Chas Wicksteed & Co. Ltd., are engineers, and are particularly connected with machine tools.

North American market study

Mr. G. Rice, director of Technicon Ltd., London, N.W.1., is travelling to the United States on September 18 to investigate the market for his company's products, i.e. gramophones and sound recording equipment, sapphire and diamond needles and special points for the gramophone and electronics industry. After visits to Chicago, New York, San Francisco and Los Angeles, Mr. Rice will travel to Toronto and Montreal on a similar market investigation tour.

Mechanical handling equipment for Far East

Mr. Eric S. B. Wee, export sales executive of Lancers Machinery Ltd., and Boss (Engineers) Ltd., Leighton Buzzard arrived in Pakistan on September 15 to begin a business tour of the Far East. He will visit Pakistan, India, Burma, Thailand, Hong Kong, Japan, Formosa and the Philippines. Both companies are manufacturers of and dealers in mechanical handling equipment. Mr. Wee will be representing Lancers Machinery Ltd., for sideloaders and Boss (Engineers) Ltd., for fork-lift trucks.

Printing machinery for Middle East

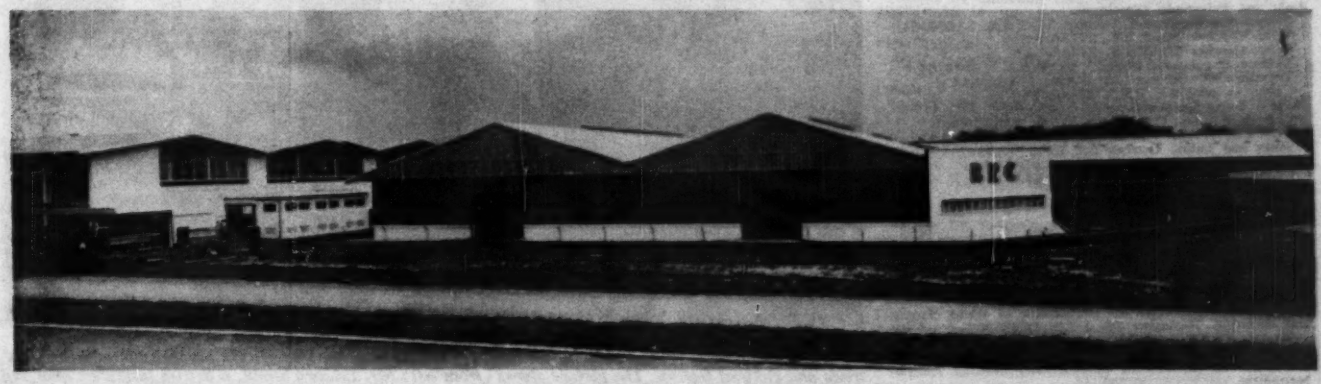
Mr. H. Engeler, manager of the Duplex Department of Gordon and Gotch Ltd., London, is making a tour of the Middle East in early October. The purpose of his visit will be to demonstrate a new flat-bed newspaper press suitable for publications and periodicals with circulations of up to 15,000 daily. Mr. Engeler will visit Tripoli, Benghasi, Cairo, Beirut, Amman, Baghdad, and Damascus and expects to be away for about three weeks.

Knitwear exhibition in New York

Mr. J. Harris, joint managing director of Albion Knitwear Ltd., London, arrived in New York on September 8 for a selling trip to the United States and Canada. Mr. Harris will also be holding an exhibition of his company's knitwear at the Americana Hotel in New York from September 8 to 22.

Ball pens and pencils in Spain and France

Mr. M. J. Makan of Scripto Pens Ltd., Enfield, Middlesex, arrived in Barcelona on August 10 to start a sales promotion tour of Spain on behalf of his company's range of propelling pencils, ball point pens, felt tip pens etc. He will later make a similar tour of France on behalf of propelling pencils.



The new factory of BRC Weldmesh (Malaya) Ltd., at Jurong, Singapore, which was opened earlier this year, is wired throughout with BICC mineral insulated cable. The factory produces BRC fabric for the reinforcing of concrete and weldmesh for general engineering purposes and fencing.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ALGERIA

Rubbish Disposal Plant for Direction Generale des Services Techniques. October 31. E.S.B. 27762/64.*

Shoe Manufacturing Equipment for Bureau D'Etudes de Realisations d'Interventions Industrielles et Minieres. Closing date not known. Tender documents (in French) available. E.S.B. 27354/64.*

AUSTRALIA

Antenna System for Postmaster-General's Department. October 27. E.S.B. 27339/64.*

Building Project for National Capital Development Commission. October 27. E.S.B. 27383/64.

Diesel Alternator Units for Department of Supply. October 22. E.S.B. 27317/64.*

Supervisory Control Equipment for Burnett Regional Electricity Board. November 2. E.S.B. 27755/64.*

State Electricity Commission of Victoria:

Electrical Equipment. October 19. E.S.B. 27529/64.*

Power Line Equipment. October 19. E.S.B. 27528/64.

Power Station Equipment. October 26. E.S.B. 27527/64.*

Transformers. November 30. E.S.B. 27735/64.*

BELGIUM

Abattoir Equipment for Antwerp Municipal Abattoir. October 22. E.S.B. 27548/64.*

BURMA

Posts and Telegraphs Directorate:

Teleprinting Equipment. October 26. E.S.B. 28004/64.*

Wire. October 30. E.S.B. 27746/64.*

Wire. October 29. E.S.B. 27748/64.*

Voltage Regulators. October 28. E.S.B. 27749/64.*

Transformers. October 22. E.S.B. 27800/64.*

Cable. October 23. E.S.B. 28003/64.*

Peoples Stores Corporation:

Chicory Powder. October 19. E.S.B. 27550/64.*

Fork Lift Trucks. October 23. E.S.B. 27551/64.*

Tyres and Tubes. October 23. E.S.B. 27554/64.*

Cutlery. November 19. E.S.B. 28005/64.*

Paint. October 22. E.S.B. 27530/64.*

CANADA

Transformer for Manitoba Hydro. October 20. E.S.B. 27741/64.

CEYLON

Cash Register Machine; Stationery for Colombo Municipal Council. October 14. E.S.B. 27569/64.

Water Supply Scheme for Department of Water Supply and Drainage. November 13. E.S.B. 27531/64.

Rayon Yarn for Ministry of Rural and Industrial Development. October 20. E.S.B. 26924/64.*

Vehicle for Ministry of Defence and External Affairs. November 11. E.S.B. 27533/64.

Water Mains for Kotte Urban Council. October 20. E.S.B. 27532/64.

Government Stores Department:

Hurricane Lanterns. October 27. E.S.B. 27558/64.

Paper and Boards. December 1. E.S.B. 27557/64.

Ministry of Public Works:

Builders' Equipment. November 11. E.S.B. 27570/64.

Contractors' Equipment. November 4. E.S.B. 27571/64.

Ministry of Health:

Portable Auction Apparatus. November 10. E.S.B. 27573/64.

Drugs. December 15. E.S.B. 27572/64.*

Injections Giving Sets. (Further Information.) Tender documents now available. E.S.B. 24725/64.*

CHILE

Installation of Telecommunication System for Corporacion de Fomento de la Produccion. December 9. E.S.B. 28019/64.*

COLOMBIA

Diesel Electric Locomotives for National Railways. December 14. E.S.B. 27722/64.*

COSTA RICA

Instituto Costarricense de Electricidad:

High Tension Copper Cables and Terminal Blocks. November 9. E.S.B. 27765/64.*

Pneumatic Drills. October 15. Tender documents in Spanish available. E.S.B. 27313/64.*

CYPRUS

Sub-station Equipment for Electricity Authority. November 26. E.S.B. 27379/64.

EGYPT

Consultancy Service and Equipment for Egyptian Black Sands Co. November 15. E.S.B. 27559/64.*

Mechanization Project for Postal Organization. (Further Information.) Tender documents now available. E.S.B. 26324/64.*

Egyptian Railways:

Hand Tools. October 21. E.S.B. 27200/64.

Iron Chairs. October 17. E.S.B. 27301/64.

FORMOSA

Central Trust of China:

Storage Battery. October 19. E.S.B. 27732/64.*

Steel Tyres. October 15. E.S.B. 27733/64.*

Pay Loaders. Closing date postponed to October 21. E.S.B. 18318/64.*

Bagging Machines. October 14. E.S.B. 27562/64.*

Potassium Carbonate. October 15. E.S.B. 27567/64.*

Storage Battery. October 19. E.S.B. 27724/64.*

Control Valves; Relay Test Equipment. October 14. E.S.B. 27725/64.*

Diesel Locomotive. October 20. E.S.B. 27726/64.*

Diesel Locomotive. October 17. E.S.B. 27727/64.*

Railway Equipment. October 22. E.S.B. 27729/64.*

Pumps. October 19. E.S.B. 27731/64.*

Telephone Carrier Equipment. October 16. E.S.B. 27563/64.*

Materials for Paint and Lacquers. October 21. E.S.B. 27564/64.*

Filter Paper. October 20. E.S.B. 27565/64.*

Insulation. October 16. E.S.B. 27566/64.*

Steel Sheet and Plate. October 22. E.S.B. 27728/64.*

Accessories for Pumping Equipment. October 14. E.S.B. 27730/64.*

Ferro Chrome. (Further Information.) E.S.B. 9874/64.*

Relays. (Further Information.) E.S.B. 11832/64.*

Steel Plate. (Further Information.) E.S.B. 12403/64.*

Telecommunication Equipment. (Further Information.) E.S.B. 15870/64.*

Wire Rope. (Further Information.) E.S.B. 20816/64.*

Pipes and Specials. October 23. E.S.B. 27736/64.*

Storage Battery and Charger; Lightning Arrester. October 24. E.S.B. 27737/64.*

Graphite. October 23. E.S.B. 27738/64.*

Ball, Roller and Thrust Bearings. October 23. E.S.B. 27774/64.*

Wire Gauze. October 26. E.S.B. 27775/64.*

Turbine. November 4. E.S.B. 27776/64.*

Alternator and Switchboards. November 6. E.S.B. 27777/64.*

GREECE

Mobile Wireless Station for Ministry of Home Affairs. October 15. E.S.B. 27723/64.*

Ministry of Trade:

Laboratory Equipment. October 14. E.S.B. 27322/64.*

Optical and Scientific Instruments. October 15. E.S.B. 27560/64.*

Institute of Social Insurance:

Bandages. October 27. E.S.B. 27524/64.*

Ambulances. November 3. E.S.B. 27525/64.*

GUATEMALA

Chemicals for Municipality of Guatemala. October 15. E.S.B. 27740/64.

INDIA

Cement Plant for Industries, Labour and Co-operation Dept. December 15. E.S.B. 27375/64.

Cranes for Mormugao Port Trust. (Further Information.) Tender documents now available. E.S.B. 25316/64.*

Drills for Bess Purchase Organization, Talwara Township. October 30. E.S.B. 27370/64.*

Dumpers for Hydel U.B.D.C. Construction Circle. October 19. E.S.B. 27721/64.

Iron Castings for High Tension Insulator Factory. (Further Information.) Tender documents now available. E.S.B. 25599/64.*

'Britain in Texas 1964'

A darts tournament is being staged in Houston, Texas, as one of the items in the big 'Britain in Texas 1964' trade and cultural festival. The picture shows (from left) Mr. Edward Smith, a British insurance man and Captain of the Red Lion Team (with back to camera), County Judge Bill Elliott, Mr. C. P. Hope, British Consul-General, Mrs. Marjorie Crowder, wife of Mr. George Crowder, owner of the Red Lion, Mr. Bernard Murphy, Vice-Consul (Information), Mrs. Joan Gol, a member of the Daughters of the British Empire Team, and extreme right Mrs. Ann Garness of the Daughters of the British Empire Team.

Navigational Lamps and Siren for Hindustan Shipyard Ltd. October 26. E.S.B. 27717/64.*
Trailer Crane for Maharashtra State Electricity Board. November 9. E.S.B. 27754/64.
Transformers and Accessories for Bombay Municipal Corporation. October 27. E.S.B. 27506/64.
Welding Transformers for Mysore State Electricity Board. October 28. E.S.B. 27362/64.*
Durgapur Steel Plant:
Rail Weighbridges. November 5. E.S.B. 26329/64.*
Water Distribution Unit. December 21. Tender documents now available. E.S.B. 27522/64.
Ministry of Railways:
Railway Equipment. October 30. E.S.B. 27368/64.*
Rail Straightening Press. November 10. E.S.B. 27369/64.*
Indian Telephone Industries Ltd.:
Varnish, Cloth and Tape. (Further Information.) Closing date postponed to October 23. E.S.B. 25360/64.*
Solder Wire. (Further Information.) Closing date postponed to November 6. E.S.B. 25361/64.*
National Coal Development Corporation:
Electric Motor. October 26. E.S.B. 27366/64.*
Mechanical Handling Equipment. October 27. E.S.B. 27367/64.*
Oriental Gas Company's Undertaking:
Domestic Cookers; Catering Equipment. October 22. E.S.B. 27372/64.*
Gas Meters. October 22. E.S.B. 27373/64.
Gujarat Electricity Board:
Metering sets - Doors. (Further Information.) Tender documents now available. E.S.B. 25161/64.*
Metering Cubicles - Indoor. (Further Information.) Tender documents now available. E.S.B. 25162/64.*
Bombay Port Trust:
Wire Rope. October 27. E.S.B. 27760/64.
Thickness Tester; Gas Meters. October 28. E.S.B. 27761/64.
Supplies and Disposals Directorate:
Moulding Press. October 21. E.S.B. 27713/64.*
Surface Grinding Machine. October 29. E.S.B. 27714/64.*
Grinding Machine. November 17. E.S.B. 27715/64.*
Separator Machine. October 27. E.S.B. 27716/64.*
Grinding Machine. November 7. E.S.B. 27719/64.*
Steel Wire. October 27. E.S.B. 27720/64.*
Machine Tools. October 30. E.S.B. 27371/64.*
Electrodes. October 28. E.S.B. 27376/64.*
Atomic Energy Establishment:
Laboratory Equipment. October 19. E.S.B. 25947/64.*
Laboratory Equipment. October 20. E.S.B. 25948/64.*
Valves. October 22. E.S.B. 26948/64.*
Steel Valves. October 22. E.S.B. 26949/64.*
Electrical Resistivity-Monitor. October 30. E.S.B. 27386/64.
Platinum Sheet. November 9. E.S.B. 27391/64.*
Steel Pipes. November 12. E.S.B. 27392/64.*
S.S. Pipes. November 12. E.S.B. 27505/64.*
S.S. Sheets. November 16. E.S.B. 27521/64.*
Profilometer. October 28. E.S.B. 27396/64.
Transformers; Switchgear. October 14. E.S.B. 27397/64.*
Copper Wire. October 16. E.S.B. 27398/64.*
Valves. November 2. E.S.B. 27399/64.
Carbon Steel Valves. November 6. E.S.B. 27400/64.*
Check Valves. November 6. E.S.B. 27501/64.*
Analytical Balances. October 19. E.S.B. 27385/64.
Vacuum Pumps. October 19. E.S.B. 27387/64.*
Pumps. October 21. E.S.B. 27389/64.
Mixer. October 22. E.S.B. 27390/64.*
Pumps. October 23. E.S.B. 27395/64.
Globe Valves. November 10. E.S.B. 27502/64.*
Packless Valves. November 12. E.S.B. 27503/64.*
Valves; Regulators; Gauges. November 12. E.S.B. 27504/64.*

IRAN

Fertiliser for Sugar Industry of Iran. October 24. E.S.B. 27549/64.*
Ministry of Economy:
Insecticides. October 20. E.S.B. 27710/64.*
Spraying Equipment. October 20. E.S.B. 27556/64.*
Ports and Navigation Organization:
Contractors' Equipment. (Further Information.) Closing date postponed to November 11. E.S.B. 25951/64.*
Pipes and Fittings. November 21. E.S.B. 27539/64.*

IRAQ

Hydro-Electric Power Station for Industrial Design and Construction. (Further Information.) Closing date postponed to December 17. E.S.B. 10831/64.*
Iraqi Ports Administration:
Air Compressors. (Further Information.) October 15. Tender documents now available. E.S.B. 26390/64.*
Pumps. (Further Information.) Tender documents now available. E.S.B. 26389/64.*
Government Oil Refineries Administration:
Adaptors (Drum Closures). October 24. E.S.B. 27794/64.
Steel Pipes and Fittings. (Further Information.) Tender documents now available. E.S.B. 26398/64.*
Ministry of Municipal and Rural Affairs:
Electrical Equipment. November 17. E.S.B. 27793/64.
Pin Insulators. November 17. E.S.B. 26601/64.*
Ministry of Defence:
Batteries. November 15. E.S.B. 27789/64.
Cooking Pots. October 28. Tender documents now available. E.S.B. 27796/64.
Printing Machinery. November 15. E.S.B. 27790/64.
Musical Instruments. November 18. E.S.B. 27792/64.

IRISH REPUBLIC

Booster Plant for Wexford County Council. October 30. E.S.B. 27763/64.
Sewage Plant for Limerick County Council. October 22. E.S.B. 27520/64.

ITALY

Stationery for Allied Land Forces Southern Europe. November 11. E.S.B. 27509/64.*
Underground Railway Design Competition for Turin Metropolitan Railway. October 20. E.S.B. 27156/64.*

JORDAN

Hose for Jordan Petroleum Refinery Co. October 15. Tender documents now available. E.S.B. 28010/64.

KOREA

Wire Rope Manufacturing Equipment; Machine Tools for Office of Supply. October 23. Tender documents now available. E.S.B. 27779/64.*

MALAYSIA

Elevator Plants for Housing and Development Board, October 19. E.S.B. 27757/64.
Hand Tools for Ministry of Defence. October 16. E.S.B. 27350/64.*
Pumping Machinery for Public Works Department. November 13. E.S.B. 27781/64.
Science and Laboratory Equipment for Central Supplies Office. (Further Information.) Tender documents now available. E.S.B. 27305/64.*
Transmission Poles for Public Utilities Board. September 29. E.S.B. 27514/64.
Singapore Polytechnic:
Laboratory Equipment. October 31. E.S.B. 27513/64.*
Laboratory Equipment. October 31. E.S.B. 27512/64.*
Laboratory Equipment. October 31. E.S.B. 27510/64.*

MOROCCO

Port Facilities for Ministere des Travaux Publics. (Further Information.) Closing date postponed to November 15. E.S.B. 25388/64.*

NEW ZEALAND

Potentiometers for General Post Office. October 28. E.S.B. 27799/64.*

PAKISTAN

Boring Rig for Pakistan Eastern Railway. October 29. E.S.B. 27481/64.
Construction of a Bridge for Building and Roads Department. Pre-qualification date postponed to October 28. E.S.B. 25589/64.
Steel Pipe for Sui Northern Gas Pipelines Ltd. October 15. E.S.B. 27711/64.

SAUDI ARABIA

Communication Sets for Ministry of Information. November 15. E.S.B. 27380/64.

SOUTH AFRICA

Medical Equipment for Transvaal Provincial Tender Board, Pretoria. October 23. E.S.B. 27374/64.*
Vacuum Gauges for South African Railways. October 21. E.S.B. 27771/64.*
State Tender Board:
Oilbath Powerhead; Diesel Engine. October 14. E.S.B. 27702/64.*
Brake Testing Equipment. October 16. E.S.B. 27786/64.*
Steel Structures. October 16. E.S.B. 28013/64.*

SPAIN

Fire Extinguishers for Ministerio del Aire. (Advance Information.) Closing date not known. E.S.B. 27706/64.
Repair Work at Lighthouse; Fencing at Wharf for Junta de Obras y Servicios. October 19. E.S.B. 27756/64.
Submarine Cable for Direccion General de Telecommunication. (Further Information.) Closing date postponed to October 26. E.S.B. 27180/64.*

SUDAN

Ginning Factory for Department of Agriculture. (Further Information.) Closing date postponed to October 15. E.S.B. 22932/64.
Weighbridges for Sudan Railways. October 19. E.S.B. 27783/64.*

SYRIA

Spraying Equipment and Chemicals (for Tobacco Plant) for Syrian Tobacco Monopoly. October 19. E.S.B. 28002/64.*

TRINIDAD AND TOBAGO

Crockery and Cutlery for Ministry of Health and Housing. October 20. E.S.B. 27315/64.*
Trinidad and Tobago Electricity Commission:
Conductors. November 10. E.S.B. 27707/64.*
Conductors. November 10. E.S.B. 27708/64.*
Conductors. November 10. E.S.B. 27709/64.*

TUNISIA

Mechanical Handling Equipment for Ste Industrielle et Commerciale d'Ouvrage en Amiante Ciment. Closing date not known. E.S.B. 27552/64/D.L.F.
Pharmacie Centrale de Tunisie:
Raw materials and Ingredients for Medicines. October 15. E.S.B. 27541/64.
Pharmaceuticals. October 15. E.S.B. 27540/64.*

TURKEY

Electric Motors for Turkish Maritime Bank. October 20. E.S.B. 28014/64.*

UNITED STATES OF AMERICA

Transformers for Bonneville Power Administration. (Further Information.) Closing date postponed to October 14. E.S.B. 26676/64.*
U.S. Army Corps of Engineers:
Electrical Equipment. October 22. E.S.B. 27766/64.*
Generator. October 20. E.S.B. 27544/64.*

URUGUAY

Constructional Equipment for Ministry of Public Works. (Further Information.) Closing dates October 5 to December 2. E.S.B. 19605/64.*
Hydro-Electric Project for Regional Electricity Integration. (Further Information.) May 12. E.S.B. 25091/64.*
Printing Machinery for the Bank of the Republic of Uruguay. November 4. Tender documents in Spanish available. E.S.B. 27382/64.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Inquiry for coal tar pitch. (E.S.B. 27538/64.)

Asia
Report on rural electrification. (E.S.B. 27624/64.)

Australia
Agency inquiry for cutlery; fancy goods; brushware; brassware. (E.S.B. 27875/64.)
Agency inquiry for cement; oil well casing; wire rope. (E.S.B. 27255/64.)
Inquiry for building materials; fire sprinkler systems; glass. (E.S.B. 26809/64).
Inquiry for air conditioning equipment; building materials; glass. (E.S.B. 26808/64.)

Austria
Agency inquiry for piece goods. (E.S.B. 27498/64.)
Agency inquiry for chemical cleaning machines. (E.S.B. 27238/64.)
Inquiry for hospital equipment and supplies – further information. (E.S.B. 24515/64.)

Belgium
Inquiry for tempering and drawing oven. (E.S.B. 26094/64.)

Canada
Agency inquiry for rugs; sports jackets; woollen hose. (E.S.B. 27499/64.)
Agency inquiry for advertising specialties. (E.S.B. 27070/64.)
Agency inquiry for pipes and tubes. (E.S.B. 16258/64.)
Agency inquiry for confectionery. (E.S.B. 27029/64.)
Inquiry for electric cable. (E.S.B. 27903/64.)
Inquiry for furniture designs. (E.S.B. 27084/64.)
Market report on the grocery and supermarket trade. (E.S.B. 19875/64.)

Costa Rica
Inquiry for gardening equipment; lawn mowers. (E.S.B. 27471/64.)

Cuba/Bulgaria
Trade Agreement. (C.R.E. 3174/G.)

Cyprus
Inquiry for steel wool machinery; textiles. (E.S.B. 27678/64.)

Denmark
Agency inquiry for shirts. (E.S.B. 27013/64.)
Inquiry for tractor spare parts. (E.S.B. 27291/64.)

Ecuador
Agency inquiry for laboratory equipment and materials; medical equipment and supplies. (E.S.B. 26757/64.)

Formosa
Inquiry for machine tools. (E.S.B. 26895/64.)

France
Agency inquiry for yarns. (E.S.B. 27485/64.)
Agency inquiry for prefabricated buildings. (E.S.B. 27279/64.)
Inquiry for costume jewellery; E.P.N.S. ware; pottery; toys; women's rainwear. (E.S.B. 25841/64.)
Manufacture under licence – dry cleaning machines; electrical appliances; industrial washing machines. (E.S.B. 27086/64.)

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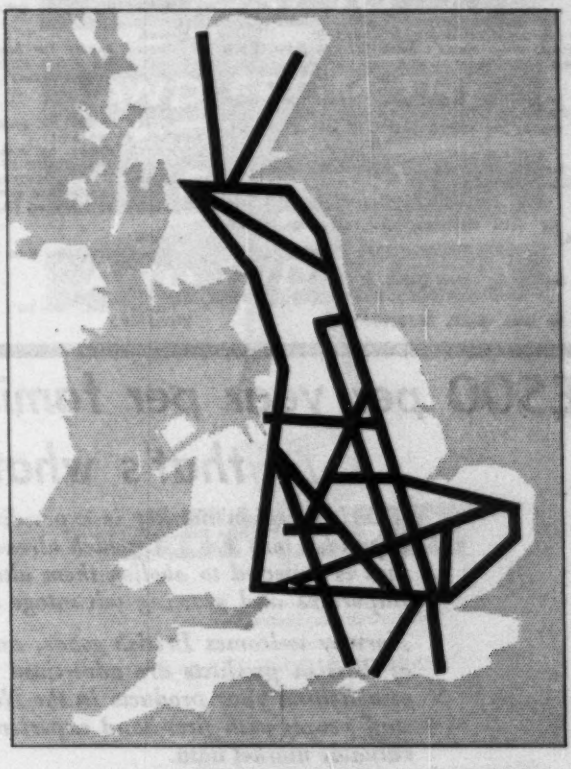

Rail freight

Issued by British Railways

Germany, Federal Republic of
Inquiry for hair; wigs. (E.S.B. 27208/64.)
Inquiry for automatic accessories; electronic control instruments. (E.S.B. 27089/64.)
Inquiry for records. (E.S.B. 13955/64.)
Inquiry for meat. (E.S.B. 27469/64.)
Inquiry for women's costumes. (E.S.B. 27219/64.)

Ghana
Inquiry for carpet accessories; kitchen equipment; paint. (E.S.B. 27696/64.)

Greece
Agency inquiry for tractor spare parts. (E.S.B. 37501/63.)

Guatemala
Agency inquiry for tinned cash bowls. (E.S.B. 26884/64.)

Guinea
Inquiry for gas turbine generators. (E.S.B. 22334/64.)

Hong Kong
Agency inquiry for wines and spirits. (E.S.B. 27047/64.)

Iraq
Inquiry for microscopes. (E.S.B. 26501/64.)

Israel
Agency inquiry for electrical domestic appliances; plastics raw materials. (E.S.B. 26897/64.)

Italy
Agency inquiry for machinery and plant. (E.S.B. 27010/64.)
Inquiry for moisture testers. (E.S.B. 19828/64.)
Inquiry for tapestries. (E.S.B. 27048/64.)
Manufacture under licence – machinery and plant (E.S.B. 27037/64.)

Kenya
Agency inquiry for lamps; pipe fittings; tiles; twine. (E.S.B. 27207/64.)
Agency inquiry for carbon papers. (E.S.B. 27041/64.)

Lebanon
Inquiry for equipment and raw materials for new industries. (E.S.B. 1406/64.)

Macao
Inquiry for hotel equipment and furnishings. (E.S.B. 27035/64.)

Madeira
Agency inquiry for toffee. (E.S.B. 27080/64.)

Malta
Inquiry for jams. (E.S.B. 26550/64.)

Mozambique
Inquiry for vehicle assembly plant. (E.S.B. 27233/64.)

Netherlands
Inquiry for battery containers. (E.S.B. 26683/64.)
Market report on footwear. (E.S.B. 21484/64.)

Nicaragua
Manufacture under licence – shoe polish. (E.S.B. 27211/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for hardware; plastics goods; sports equipment; tools. (E.S.B. 26798/64.)

Pakistan
Inquiry for automobile components and spare parts; machinery and plant. (E.S.B. 26540/64.)
Inquiry for ceramics for electrical equipment. (E.S.B. 26589/64.)

Poland
Inquiry for trailers; vehicles. (E.S.B. 27456/64.)

Portugal
Inquiry for marine engines. (E.S.B. 11169/64.)

South Africa
Agency inquiry for industrial materials and components. (E.S.B. 9796/64.)
Transvaal Provincial Administration tenders.

Southern Rhodesia
Agency inquiry for piece goods. (E.S.B. 26805/64.)

Sweden
Agency inquiry for household cotton goods; women's handkerchiefs. (E.S.B. 27407/64.)
Inquiry for hairdressers' sundries. (E.S.B. 27029/64.)

Switzerland
Agency inquiry for packaging machinery and products. (E.S.B. 26786/64.)
Agency inquiry for hydraulic hoists; mechanical handling equipment. (E.S.B. 27472/64.)
Inquiry for farm tractors. (E.S.B. 27026/64.)
Inquiry for chemical raw materials. (E.S.B. 27653/64.)
Inquiry for knitwear. (E.S.B. 27097/64.)

Trinidad
Agency inquiry for shoe manufacturing materials. (E.S.B. 27457/64.)

Tunis
Inquiry for books; records; stationery. (E.S.B. 27067/64.)

A sales idea which, in the words of Mr. J. C. Bamford, will increase sales of JCB products by 50 per cent, won a fourteen-day trip to the New York World Fair for Ken Titley, a JCB operator of Welshpool, Montgomeryshire. He is seen here receiving a surprise visit from Mr. Bamford, while working on a demolition site in Welshpool.

Turkey/Yugoslavia
Trade Agreement. (C.R.E. 5718/G.)

United States
Inquiry for dart boards; shooting sticks; tennis racket strings. (E.S.B. 25813/64.)
Inquiry for air compressors. (E.S.B. 26789/64.)
Inquiry for band saw blades. (E.S.B. 27078/64.)
Trade mission to London and the Continent. (E.S.B. 26014/64).

Uruguay
Inquiry for tractors. (E.S.B. 27448/64.)

Venezuela
Agency inquiry for chemicals; synthetic fibres. (E.S.B. 11295/64.)

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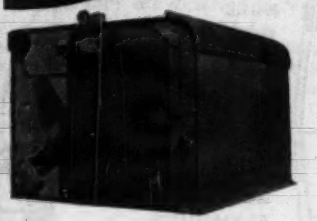

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quotas for the import of milk

THE FRENCH *Journal Officiel* of September 20, announced the opening of a quota for the import of preserved, concentrated or sweetened milk (Tariff No. 04-02 A and B) originating in and imported from all countries.

A global import licence has been granted to the *Fonds d'orientation et de regularisation des marches agricoles* (*FORMA*), 2 *rue Saint-Charles, Paris* (15*e*). Import certificates will be granted only to concerns supplying large centres of population or canneries.

The same *Journal Officiel* announced the opening of a quota for the import of fresh milk, full cream or skimmed (Tariff No. 04-01 A), without any quantitative limitation. Import certificates will be granted by FORMA only to concerns supplying large centres of population.

All other conditions applicable to imports under these quotas will be laid down in a notice which importers may consult at the offices of FORMA.

Modifications to customs duties

THE SAME *Journal Officiel* announced that the provisional suspensions and reductions of duty on solid beet sugar and cane sugar have been extended until September 30, 1964.

Details of the original duty modifications were published on page 391 of the *Board of Trade Journal* of April 24.

Quick-frozen products

THE FRENCH *Journal Officiel* of September 13 published a Decree relating to the production, transport, storage, packing, marking and sale of alimentary products and drinks described as quick-frozen.

The provisions of the Decree, except those in Article 5, come into force on July 13, 1965.

Import regulations for vegetables and plants

THE FRENCH *Journal Officiel* of September 10 announced that the import from all sources, other than for transit, into Metropolitan France and into the French Overseas Departments of Guadeloupe, Guiana, Martinique and Reunion of the products listed below, is subject to the control of the *service de la protection des vegetaux*.

Tariff No.	Description (1)
Chapter 6 All Nos. except 06-02 C II a 06-03 B, 06-04 B and 06-04 C	Live plants and products of floriculture except mushroom spawn, flowers, flower buds, foliage, leaves, branches, and other parts of plants, mosses and lichens, other than fresh.
Chapter 7: 07-01 and 07-05	Vegetables, fresh or chilled; dried leguminous vegetables, shelled, whether or not skinned or split.
Chapter 8: 08-01 to 08-09, 08-12	Edible fruits, fresh, chilled or dried.
Chapter 9: ex 09-01 and ex 09-04 A II	Uncoated coffee, husks and skins of unroasted coffee. Pimento (of the genus *Capsicum*, excluding *Capsicum grossum* and *Pimenta*), paprika and others not intended for industrial uses.
Chapter 12: 12-01 ex G IV and ex 12-03	Cotton seed, seeds, fruits and spores of a kind used for sowing, except grass seed and particularly ray-grass seed.
Chapter 14: ex 14-01 A	Osier, unprepared or split.
Chapter 18: ex 18-01 and 18-02	Cocoa beans, whole or broken (unroasted), cocoa shells, husks, skins and waste.
Chapter 25: ex 25-32	Garden earth, heath earth, marsh earth and alluvium, intended for cultivation.
Chapter 31: ex31-01	Natural vegetable fertilizers.

(1) The packings used, or which have been used, for the transport of these products are subject to the same controls.

The following products must be accompanied by a phytosanitary certificate from the country of origin, in the form established by the international convention for the protection of vegetables.

Tariff No.	Description
Chapter 6: All Nos. except 06-02 C II a, 06-03 B, 06-04 B and 06-04 C	Live plants and products of floriculture, except mushroom spawn, flowers and flower buds, cut, foliage, leaves, branches and other parts of plants, mosses and lichens, for bouquets or decorations, dried, bleached, dyed, impregnated or otherwise prepared.
Chapter 7: 07-01 A and ex 07-01 H	Seed potatoes, early and other, onions, shallots and garlic for sowing.
Chapter 8: ex 08-02, 08-03 A, 08-06, ex 08-07 and ex 08-08	Fresh citrus fruits, figs, apples, pears, quinces, apricots, peaches and nectarines, cherries, prunes, currants, blackcurrants and strawberries.

The rate of inspection tax on the products listed in this notice has been fixed at 0·7 per cent of the value of the imported products, subject to a minimum levy of 1 Franc per declaration.

The above regulations will come into force on December 1, 1964.

Marking of certain textiles

THE FRENCH *Journal Officiel* of September 4, announced that certain textiles defined in a Decree dated October 25, 1963, offered for retail sale must bear their designation, not only on the articles or the package in which they are enclosed, but on a label or ticket fixed to the article, on reference catalogues, on invoices and all other trade documents dealing with the sale of the products, as from the following dates:

(1) October 1, 1964: for all materials, made up or not, yarns and threads not put up for retail sale;
(2) January 1, 1965: for yarns put up for retail sale in all forms;
(3) March 1, 1964: for all woven fabrics, hosiery fabrics and all other textile products, whatever the use for which they are intended, except those articles listed in (4);
(4) July 1, 1965: for hosiery articles, made-up clothing and clothing accessories.

As from the same dates, when these textile articles are to be put on sale in packages intended to be handed to the consumer unopened, the packer must label or inscribe the said packages with their designation and contents, unless that already on the articles themselves remains directly visible.

The full French texts of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING FURTHER translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
29/64	Laying down coefficients of equivalence between certain qualities of oats imported from Canada and the standard of quality in respect of which the threshold price is fixed	3d.
30/64	Relating to the conversion of paddy rice into husked rice for round-grained (common) rice	3d.
33/6 4	Extending the term of validity of Regulation No. 85/63 on determining sluice-gate prices and supplementary amounts of levies and laying down transitional provisions for cuts, preparations and preserves of pigmeat	3d.
34/64	Amending the list of products as regards certain products derived from pigmeat	5d.
36/64	Fixing the limits, as from July 1, 1964, for target prices for rice in the case of producer Member States and for threshold prices for rice and brokens in the case of non-producer Member States	3d.
38/64	On the freedom of movement for workers within the Community	1s. 6d.
46/64	Supplementing the Council's Regulations Nos. 19, 20, 21, 22 and 23 by introducing a reference to the objectives to be achieved	5d.
51/64	On the advance fixing of the levy applicable to imports of rice and brokens	5d.
52/64	Establishing the list of basic products for calculating the financing of refunds on exports to third countries	8d.
54/64	Fixing an additional amount for poultry eggs in shell	3d.
55/64	Determining the criteria relating to the system of intervention in the beef and veal sector	5d.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1964 was published in the *Board of Trade Journal* of February 21, pages 430 and 431.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
11	Inorganic chemical products	16,500,000	October 15
12	Organic chemical products	40,500,000	October 15
47	Hand tools	39,000,000	October 10
48	Cutlery and table sets of iron or steel	6,000,000	October 10

ICELAND

Liberalization of imports

DETAILS of further liberalization of imports and additional goods which it is prohibited to import on credit terms were published in the *Board of Trade Journal* of September 4, 1964 (pages 536-537).

There was a discrepancy in the information published and the following details of Chapter 73 of the Icelandic Customs Tariff should be substituted for those previously published.

Imports on credit

Customs No.	Description
73.38.11 73.38.19 73.38.22 73.38.29	Articles of a kind commonly used for domestic purposes. Builders sanitary ware for indoor use and parts thereof of iron and steel.

AUSTRIA

Tariff changes

THE *Board of Trade Journal* published on May 15, 1964, a notice about the publication of a Protocol to the General Agreement on Tariffs and Trade embodying results of the 1960-61 Tariff Conference. The Protocol lists Austrian tariff changes set out in Schedule XXXII.

The Austrian *Bundesgesetzblatt* of August 21, 1964, published a supplementary Protocol listing further Austrian tariff changes set out in Schedule XXXII. These changes came into effect on August 30, 1964.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/7123 of September 15, 1964 (*'Nederlandse Staatscourant'* No. 180, of September 16), contains an amendment (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force from September 18, 1964.

AMENDMENT†

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 73.01 B II *ex 73.01 C II*	*Foundry pig iron*, containing: silicon: 3·25% to 3·75%; manganese: 1% to 1·2%; phosphorus: 0·5% to 0·7%; sulphur: not more than 0·04%; carbon: 3% to 3·8%	—	437·5*	—	5

*Quota for the period from February 15, 1964, December 31, 1964 (inclusive).
†Amendment to 'tariff number' and 'description of goods' (shown in italics).

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of September 11, 1964, page 604.

ITALY

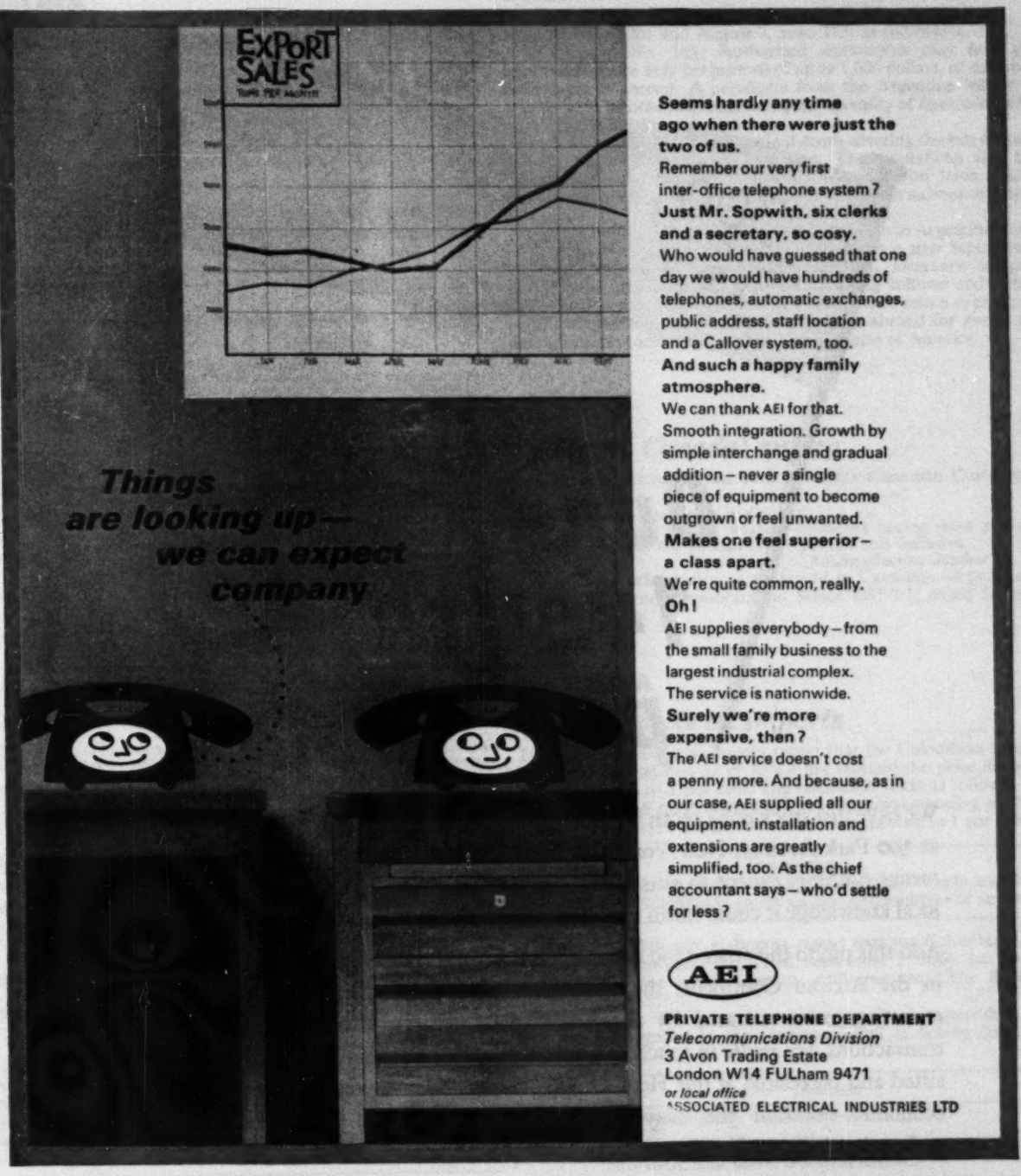
Reduction of frontier surtax on sugar and sugar products

UNDER the provisions of Italian Decree Law No. 721 which came into operation on September 7, 1964, the manufacturing tax and the corresponding frontier surtax on sugar and sugar products have again been reduced (for the previous rates, see *Board of Trade Journal* for November 22, 1963, page 1176), and have now been fixed at the following rates:

	Rate of Tax (lire per quintal)
Sugar (first class)	3,300
Sugar (second class)	3,168
Solid glucose: maltose suitable for use as glucose	1,650
Liquid glucose	825
Syrup of invert sugar (exc. that made from grapes or locust beans) with a sugar content not above 84%	2,475
Syrup of invert sugar made from grapes or locust beans, with a sugar content not above 84%	2,062
Invert sugar with a sugar content higher than 84%, and laevulose	2,887
Molasses, of a coefficient of purity of less than 63%, used for other than human consumption	Exempt
Ditto, destined for human consumption	585

Molasses, destined for human consumption without further transformation, must be packed in containers of not more than 1 kg. carrying the name and address of the firm and an indication of the quantity and quality of the contents.

All inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).



Seems hardly any time ago when there were just the two of us.
Remember our very first inter-office telephone system? **Just Mr. Sopwith, six clerks and a secretary, so cosy.**
Who would have guessed that one day we would have hundreds of telephones, automatic exchanges, public address, staff location and a Callover system, too.
And such a happy family atmosphere.
We can thank AEI for that.
Smooth integration. Growth by simple interchange and gradual addition – never a single piece of equipment to become outgrown or feel unwanted.
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AEI supplies everybody – from the small family business to the largest industrial complex.
The service is nationwide.
Surely we're more expensive, then?
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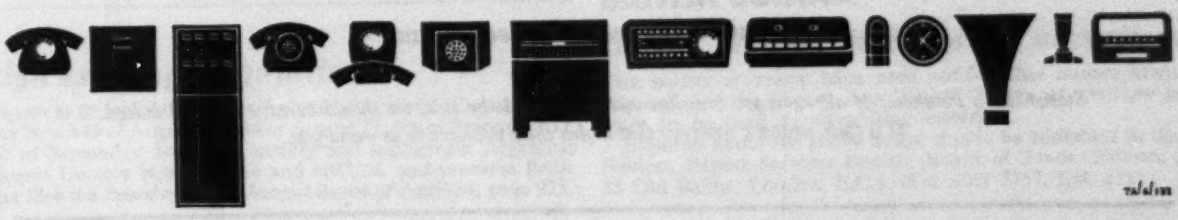


Our 1400th pin

We have just stuck our 1400th pin into the map of the world. It indicates our new branch at 300 Park Avenue, New York, and it nudges another at 120 Broadway. As a pin it means nothing, except to ourselves. As a symbol of local business, local goodwill and local knowledge it could mean much to anyone who is interested in overseas markets.

Add this pin to the other 1399 and you have, in effect, 1400 fingers on 1400 pulse-points in the African Continent, the Caribbean and the Mediterranean. You have 1400 reporting posts manned by trained financial observers who, through their daily transactions, are *really* in touch. This, in turn, means a mass of invaluable information sifted and correlated at our Head Office—enough to give you an answer to almost any economic question you may care to put to us. Please get in touch with us at 54 Lombard Street, London, E.C.3.

Barclays Bank D.C.O.

Britain's Largest Overseas Bank

Statistician's Footnote: If all our 1400 branches were placed side by side, we should be very annoyed indeed. It is their strategic coverage that makes them valuable to us—and you.

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decrees Nos. 4,195, 4,229 and 4,230 of June 5, 1964, modify as follows the lists attached to Decree No. 5439/59:

Tariff No.	Item
	Decree No. 4195
4632	Include in List No. 3 (40% surcharge): Metallic powder for oxygen cutting ('Saf'jet Powder').
4836	Include in List No. 3 (40% surcharge): Acetyl-para-aminosalol known as 'Salophen', and the like.
4625	Exclude from List No. 2 (20% surcharge): Filtering earths, excluding bleaching earths and bentonite.
4625 4625 bis 4877	include in List No. 2 (20% surcharge): Earths of fossil origin, excluding activated earths.
4877	Exclude from List No. 3 (40% surcharge): Tripoli earth, only.
4625 4625 bis 4877	Include in List No. 3 (40% surcharge): Earths of non-fossil origin, excluding colouring earths.
4625 4625 bis 4877	Include in List No. 5 (150% surcharge): Activated earths and colouring earths.
	Decree No. 4229
1655	List No. 3 (40% surcharge): 'Hoop of carbon steel with more than 0·7% carbon, with proof of destination, solely for the manufacture of metal-saw blades, pens, clutch disc segments and measuring tapes' is amended so as to read as follows: 'Hoop of carbon steel with more than 0·7% carbon, with proof of destination, solely for the manufacture of metal and wood saw blades, hand-saw blades, pens, clutch disc segments and measuring tapes'.
4881	Remove from List No. 2 (20% surcharge): Uranium, tantalum, tungsten and other rare pure metals excluding ores thereof and metallic tungsten in powder form, its compounds and alloys.
4881	Include in List No. 2 (20% surcharge): Uranium and other rare, pure metals; tantulam and tungsten, pure (except in powder), only.
4881	Remove from List No. 7 (200% surcharge): Metallic tungsten and tungsten trioxide.
4881	Include in List No. 7 (200% surcharge): Metallic tungsten in powder form (pure) and tungsten trioxide.
4881	Include in List No. 5 (150% surcharge): Metallic tantalum in powder form (pure); tantalum oxide; sodium tungsten (?); ammonium tungstate; tungsten carbon (?); tantalum carbon (?); tantalum carbide: hard metal in powder form and mixtures of these compounds or mixtures of these compounds with other products.
4613	Include in List No. 8 (80% surcharge): Guaiphenisen.
4180	Include in List No. 2 (20% surcharge): Vitamin D2 or 'Calciferol', in powder, 850,000 international units per gramme, with a vehicle made up of gelatin, sugar and starch, and an anti-oxidant agent made up of a mixture of butylated hydroxyanisole and butylated hydroxytoluene (National Directorate of Customs Resolution No. 54/63).
4556	Include in List No. 4 (100% surcharge): Triphenyl phosphite, octylphenyl, nonylphenyl, decylphenyl phosphite and the following alkyl phosphites (from tributyl phosphite to tri-tridecyl phosphite, i.e. between C3 and C13).
	Decree No. 4230
4482 and 4956	Include in List No. 3 (40% surcharge): Tablets made with a microbiological extract of dry pollen ('Cernitin T-60') and purified pollen flour (Cernelleane'), known as 'Cernilton' and the like.
4793	Include in List No. 2 (20% surcharge): Product in powder form made from a microbiological extract of dry pollen ('Cernitin T-60') and purified pollen flour ('Cernelleane') known as 'Cernilton' and the like.
4788 bis (L)	Exclude from List No. 3 (40% surcharge): *OO*-Diethyl S-(4-oxobenzotriazin-3-ylmethyl) phosphorodithioate, wettable powder in a concentration of not less than 25%.
4580	Exclude from List No. 4 (100% surcharge): Compounds of phosphorus, not specified.
4580	Include in List No. 4 (100% surcharge): Compounds of phosphorus, not specified, excluding phosphorus trichloride.
4580	Include in List No. 3 (40% surcharge): Phosphorus trichloride.

'Aforos' for imports

IN VIEW of objections made by the Argentine Chamber of Chemical Products the index price for neomycin sulphate (Brussels Nomenclature VI-29.44), reported in the *Board of Trade Journal* of August 28, page 473, is being reconsidered and will remain pending until such time as a final decision is reached.

Argentine Customs Administration Resolution No. 548 of September 8, 1964, establishes the following index price ('aforos' – average valuations) on which surcharges and duties in respect of the following item will be assessed:

Tariff No.	Item	Value U.S. Dollars (C. and F.)	Appraisement Unit
638	Vacuum sealed units (Brussels Nomenclature XVI – 85.08)	1·44	Per kilo

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circulars Nos. 183 of August 19, 184 of August 27, 186 of September 11 and 187 of September 14, which modify and supplement Argentine Government Decrees Nos. 2581/64 and 5027/64, and previous Bank Circulars (See the *Board of Trade Journal* issues of April 24, page 925, May 29, page 1201 and August 7, page 315) as follows:—

(a) Circular No. 183: Authorized institutions may now effect remittances (once only per person) of up to 1,000 dollars, or equivalent, for treatment abroad. A certificate from the Argentine Ministry of Health must be obtained, confirming the necessity of treatment outside Argentina.

(b) Circular No. 184: Rules are laid down covering the sale of foreign travel tickets and freight in Argentina. The regulations also cover documentation of freight, refunds and discounts on fares, and the import of funds or application of profits by foreign airlines or shipping companies.

(c) Circular No. 186: Foreign currency deposits in Argentina must be liquidated immediately, or on expiry (if the latter is after September 11, 1964). Embassies, international organizations, insurance companies domiciled in Argentina and non-profit making cultural and scientific bodies are exempt and may open new accounts or retain existing ones.

(d) Circular No. 187: Refers to payments abroad for goods originating in and proceeding from the United States of America.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs Purposes:

Of 'a class or kind made in Canada':

Commercial laundry washers extractors having rated dry weight capacity from 100 pounds to 600 pounds both inclusive.

(Ruling effective October 26, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-7-1, dated September 24, 1964.

COLOMBIA

Prior deposits on imports

THE BRITISH EMBASSY in Bogota report that the Colombian Monetary Board Resolution No. 33 of July 8 has reduced the prior deposit for certain imports to 1 per cent. The resolution reads as follows:

Article 1. The prior deposit for imports corresponding to the following categories in the Customs Tariff are reduced to 1 per cent:

Item No.	Description
343	Mineral or chemical fertilizers with nitrogen added:
(b)	Sulphate of ammonia and sulphonitrate of ammonia.

THE BRITISH EMBASSY in Bogota report that the Colombian Monetary Board Resolution No. 41 of September 2, 1964, has fixed the prior deposit for certain imports at 30 per cent. The Resolution reads as follows:

Sole Article: The prior deposit for imports corresponding to the following categories in the Customs Tariff is hereby fixed at 30 per cent.

Item No.	Description
274	Aromatic and heterocylic organic compounds: (g) Other: (5) Other (only nylon monomerous).
570	Transmission belts: (b) Of cotton, hamp, linen or other textile materials.

This resolution is in force from the date of its issue.

BRITISH GUIANA

Import of book matches for advertising

THE BOARD OF TRADE have been notified that import licences are required for the import into British Guiana of matches in book form to be used as advertising materials.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
INSTRUMENTS, drawing, marking-out, mathematical calculating or measuring, as follows:		
Precision compasses Precision dividers Sets thereof, otherwise classifiable under Tariff Item 433, containing precision compasses or precision dividers	449 (A) (1)	Free
INTERNAL COMBUSTION PISTON ENGINES, as follows:		
Exceeding 8 brake horse-power, for incorporation in or the manufacture of tractors (other than of the crawler or creeper type) of the type not covered by Tariff Item 177 (B) (2) For incorporation in or the manufacture of crawler or creeper tractors, under security	178 (B) (3)	Free
MISCELLANEOUS MACHINES AND APPLIANCES, viz.:		
Engines, internal combustion: Parts: First set of spare parts for crude oil engines which are admissible under Tariff Item 177 (B) (1) (a), 178 (B) (3) or 178 (C) (3) (a) provided such parts are imported with or sold with the engine to the actual user, under security	449 (A) (1)	Free

Decisions on tariff classifications

The Australian Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CALCULATORS: Milling feed and milling speed calculators, for use by machine tool operatives to determine the correct rate of feed and milling speed for different sized milling cutters in various metals – as a mathematical instrument. (Photos to Collectors)	432 (B)	Free
MEASURES: Map and chart, with ring and compass, dial fully divided to measure any distance in inches	432 (B)	Free
ROLLERS: Road: Mechanical driving units incorporated in or forming part of road-rollers, including apparatus for transmitting power from the driving units to the driven units, are to be charged duty at the rate applicable to the road rollers in which they are incorporated or of which they form a part.* (Ministerial Direction under Prefatory Note (12))	177 (A) (3) or (4)	27½% *ad val.*
RULES: N.e.i., when partly or wholly of wood, except when imported in sets of drawing or mathematical instruments NOTE: Item 303 (A) is to be interpreted as including rules divided into feet or metres or parts thereof, and used only for the purposes of measuring lengths. Scales such as are used by architects and engineers, known as engine divided scales and calculating rules, are to be admitted under Item 432 (B) as mathematical instruments. This decision does not affect those rules specially exempted under By-laws. Care is to be exercised that boxwood or other wooden rules are not entered under Item 432 (B) unless they have engine divided scales. Engine divided rules are understood to retail between 9 shillings and 20 shillings each compared with imitations retailing at 2 shillings and sixpence each.	303 (A)	22½% *ad val.* Primage Duty 5% *ad val.*
SCIENTIFIC INSTRUMENTS AND APPARATUS: Abacus of a quality intended for use in commercial houses NOTE: This decision does not include children's counting frames or any abacus of interior quality.	432 (B)	Free
Planimeters, polar (surveying instruments)	418 (C) (3)	Free
Rods, gauging	432 (B)	Free
Sextants Staves, surveyor's telescopic	418 (C) (3)	Free
STEREO-COMPARAGRAPHS consisting of a stereoscope of the mirror type, with lighting fixtures and drawing attachments for use in connection with aerial survey work – as a surveying instrument, n.e.i. (Photos to Collectors)	418 (C) (3)	Free

*Prefatory Note 12

(a) Mechanical driving units and apparatus for transmitting power from such driving units to the driven units, when incorporated in or forming part of machines, machinery or machine tools, shall not, unless the Tariff specifically so directs, be dutiable under the Tariff item applicable to the machines, machinery or machine tools in which they are incorporated or of which they form a part, but shall be dutiable under the Tariff Item or Tariff Items applicable respectively to similar mechanical driving units and to similar apparatus for transmitting power from such driving units to the driven units, when not incorporated in or forming part of machines, machinery or machine tools.

(b) Nothing in the last preceding paragraph shall apply to mechanical driving units or to apparatus for transmitting power from such driving units, when incorporated in or forming part of machines, machinery or machine tools to which the Minister directs, by notice published in the *Gazette*, that it shall not apply

(c) For the purposes of the last two preceding paragraphs, the expression 'mechanical driving units' means any apparatus or appliance producing motive power and operated by means of steam, oil, electricity, petrol, air, water, alcohol or any other liquid or gas, and includes all devices for regulating starting or controlling such mechanical driving units, whether such devices be incorporated in or form part of the mechanical driving units or the driven units.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before October 23, it is proposed to declare the following industry and products to be a pioneer industry and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Manufacture of Organic Chemicals	(i) Caramel (ii) Dextrin (iii) Dextrose

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in Malaya.

Inquiries to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

REPUBLIC OF KOREA

Special customs tariff law

THE KOREAN GOVERNMENT have promulgated a Special Customs Tariff Law (effective from June 23, 1964) designed to restrict the importation of non-essential commodities. Items in the tariff table have been split into three groups. In the first of these are all the commodities listed in the 1964 ROK Tariff Table as dutiable at 40 per cent or more together with certain others. Goods in this category will be taxed at 90 per cent of the difference between the domestic wholesale price and the import cost plus 30 per cent. Items in the second group are all the remaining commodities in the tariff table for which a rate of duty is leviable. For this group the special tariff rate is 70 per cent on the same basis as the first group items. The third group which is exempt from the special tax comprises those items whose import is deemed to be essential to the development of the national economy, and items listed in the current tariff table as non-dutiable.

All inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

CEYLON

Import allocation—trade quotas

THE BOARD OF TRADE have received a copy of Import Control Notice No. 20/64 issued by the Ceylon Controller of Imports and Exports on September 12, 1964, in which it was announced that Supplementary Trade Quotas for 1964 are now being issued for the following items:

Quota Item No.	
F2	Tinned fish (to C. W. E.)
1A	Beedy leaves
1B	Beedy tobacco
172	Fertilizers, crude (third release)
172A	Fertilizers, manufactured (third release)
7A	Agro-chemicals
60	Explosives
60A	Cartridges
13	Tea chests
14	Newsprint (to Eastern Paper Mills Corporation)
14A	Paper – other (to Eastern Paper Mills Corporation)
16	Tyres and tubes for cars
17	Tyres and tubes for lorries, buses and trucks
77	Fishing nets
24	Books and pamphlets (already released)
25	Newspapers and periodicals (already released)
27	Motor spares
32	Cement (to C. W. E.)
151	Engineering stores
167A	Rice huller spares

INDONESIA

Commercial inquiries

IT WAS REPORTED in the *Board of Trade Journal* on May 29, 1964 (page 1194) that the Commercial Department of the British Embassy in Djakarta was unable to operate normally. There has been no substantial improvement in the situation, and firms seeking commercial information are requested to continue to approach the Commercial Relations, and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226/2747) in the first instance rather than write direct to the Commercial Department in Djakarta.

REPUBLIC OF SOUTH AFRICA

Import control

THE COMMERCIAL SECTION of the British Embassy at Pretoria has reported an announcement by the Minister of Economic Affairs to grant a third issue of permits for the importation of additional supplies of consumer goods and textiles during this year.

Consumer goods

For the 4 excluded items of Group 'A' an extra 10 per cent on the 1963 allocation to make a total of 120 per cent of 1963.

Group 'B' consumer goods to make a total of 120 per cent of 1963.

Textile piece-goods

An additional allocation of 10 per cent to make a total of 110 per cent of 1963.

Customs tariff application

CUSTOMS TARIFF APPLICATION LIST NO. 379, published in the Republic of South Africa Government Gazette of September 25, states that the Board of Trade and Industries have received the following application affecting the Republic's Customs Tariff:

for an increase in duty on sparking plug insulators from 20 per cent *ad valorem* to 36 cents per dozen less 20 per cent *ad valorem*.

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 12907/64.

JORDAN

Exemption from veterinary fees of milk prepared for baby feeding

THE JORDANIAN authorities have announced that dried tinned milks prepared for baby feeding and which contain 29 per cent or less of fat packed in air tight or vacuum sealed containers of five pounds or less shall be exempt from veterinary fees. The containers should be marked in English and Arabic that the contents are prepared only for baby feeding with detailed directions for use.

Every importer of such dried milk should register his brand with the Veterinary Department prior to import. The following should accompany the registration application:

(a) One sample or more.
(b) Pamphlets describing the product which should contain detailed analysis of the contents and fat percentage contained therein.
(c) A certificate proving that the milk in question is being used in the country of origin under the same composition and instructions.
(d) A report of analysis issued by an official laboratory to authenticate the analysis required in paragraph b and to say that the milk is free from germs, does not include a percentage of animal fat, and that it is fit for human consumption.
(e) Official certificate confirming the export price at source.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

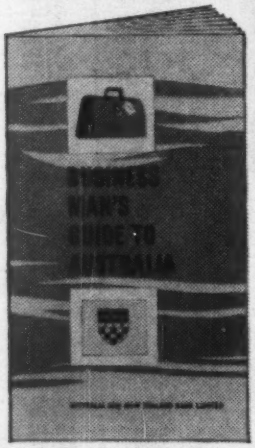
Customs tariff amendments

THE FOLLOWING amendments have been made to the Jordanian Customs Tariff:

Tariff No.	Article	Unit	Rate of Duty
8/5	Nuts:		
	(a) (1) Almonds, shelled	Kgs. net	45 fils
	(a) (2) Almonds, unshelled	Kgs. net	80 fils
	(b) (1) Walnuts, shelled	Kgs. net	20 fils
	(b) (2) Walnuts, unshelled	Kgs. net	43 fils
	(c) (1) Hazelnuts, shelled	Kgs. net	40 fils
	(c) (2) Hazelnuts, unshelled	Kgs. net	74 fils
	(d) (1) Peanuts, shelled	Kgs. net	73 fils
	(d) (2) Peanuts, unshelled	Kgs. net	104 fils
	(e) Chestnuts	Kgs. net	52 fils
	(f) (1) Pine seed, shelled	Kgs. net	59 fils
	(2) Pine seed, unshelled	Kgs. net	113 fils
	(g) Others	*Ad val.*	28%
9/1	(a) Coffee, unroasted	Kgs. net	46 fils
	(b) Coffee, roasted and ground	*Ad val.*	23%
	(c) Coffee husks, skins, etc.	Kgs. net	40 fils
	(d) Others	Kgs. net	40 fils
9/2	(a) Tea in packets not exceeding one kilogramme	Kgs. ½ gross	73 fils
	(b) Others	Kgs. net	63 fils
9/8	(a) Nutmeg	*Ad val.*	14%
	(b) Cardamoms	Kgs. gross	208 fils
10/6	(a) Rice, unhusked	Kgs. gross	2 fils
	(b) Rice, husked	Kgs. gross	2 fils
	(c) Rice, broken	Kgs. gross	2 fils
12/1	(a) (1) Peanuts, shelled	Kgs. gross	14 fils
	(a) (2) Peanuts, unshelled	Kgs. gross	21 fils
17/1	(a) (1) Raw sugar for refining	*Ad val.*	Exempt
	(2) Other sugars	Kgs. net	7 fils
	(b) Sugar, refined	Kgs. net	7 fils
	(c) Sugar, crystals	*Ad val.*	18%
17/2	(a) Lactose	*Ad val.*	14%
	(b) Glucose	Kgs. net	16 fils
19/3	(a) Macaroni	Kgs. ½ gross	27 fils
	(b) Others	*Ad val.*	18%
20/6	(a) (1) Almonds	Kgs. net	86 fils
	(2) Peanuts	Kgs. net	84 fils
	(3) Walnuts	Kgs. net	78 fils
	(4) Pistachio nuts	*Ad val.*	38%
	(5) Others	*Ad val.*	38%
	(b) Others	*Ad val.*	38%
22/3	(a) (1) Beer in containers less than one litre	Bottle	108 fils
22/3	(a) (2) Beer in containers of ½ litre but less than 1 litre	Bottle	139 fils
	(b) Others	Bottle	165 fils
22/5/a	Wine	Litre	427 fils
22/5	(b) (1) Champagne	Litre	890 fils
	(2) Others	Litre	888 fils
	(c) Others	Litre	421 fils
22/6	Vermouths and other wines	Litre	769 fils
22/7	Cider, perry and mead	Litre	227 fils
22/8	(a) (1) For industry subject to duty	Litre	44 fils
	(2) Others	Litre	104 fils
	(b) Denatured ethyl alcohol	Litre	185 fils
22/9	(a) (1) For industry subject to duty	Litre	44 fils
	(2) Others	Litre	104 fils
	(b) (1) Arrak	Litre	761 fils
	(2) Whisky	Litre	1,265 fils
	(3) Brandy	Litre	1,260 fils
	(4) Gin	Litre	1,260 fils
	(5) Vodka	Litre	1,262 fils
	(6) Others	Litre	1,256 fils
	(c) Alcoholic drinks sweetened aromated	Litre	1,256 fils
	(d) Other alcoholic drinks	Litre	1,261 fils
	(e) Compounded alcoholic drinks	Litre	1,260 fils

(Continued on next page)

Are you a business man bound for Australia?



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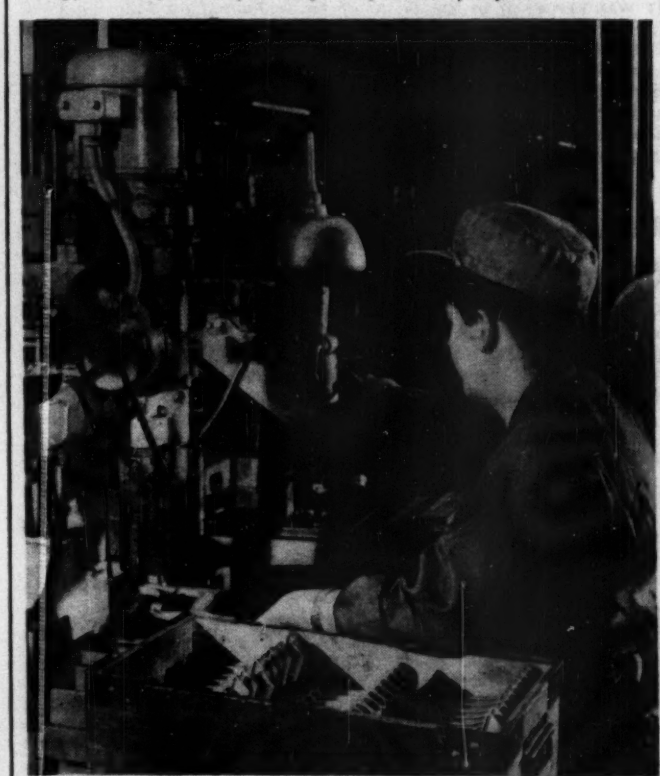
JORDAN, *continued*

Tariff No.	Article	Unit	Rate of Duty
24/1	(a) Tombac and waste	Kgs. net	738 fils
	(b) Tobacco	Kgs. net	1,029 fils
	(c) Waste and stems	Kgs. net	111 fils
	(d) Others	Kgs. net	1,011 fils
24/2	(a) Chewing tobacco	Kgs. net	1,547 fils
	(b) Snuff	Kgs. net	2,204 fils
	(c) Cigarettes	Kgs. net	3,318 fils
	(d) Cigar	Kgs. net	1,875 fils
	(e) 'Grak'	Kgs. net	1,554 fils
	(f) Tobacco extracts and essences	Kgs. net	Exempt
	(g) Others	Kgs. net	1,545 fils
27/10	(a) Benzine	Litre	13·3 fils
	(b) White spirit	*Ad val.*	14%
	(c) Kerosine	Litre	2·3 fils
	(d) (1) Gas oil	Ton net	2,552 fils
	(2) Fuel oil	*Ad val.*	Exempt
	(e) Greasing oils	Kgs. net	12 fils
	(f) Vaseline and paraffin	*Ad val.*	14%
	(g) (1) Ether	*Ad val.*	Exempt
	(2) Others	*Ad val.*	14%
34/3	Lubricating preparations, etc.	Kgs. net	12 fils
36/6	(a) In boxes whose contents exceed 40 sticks but not 60	144 boxes	255 fils
	(b) Others	1,000 sticks	56 fils
37/7	(a) Films, educational, cultural, etc.	*Ad val.*	Exempt
	(b) Publicity and advertising films	*Ad val.*	14%
	(c) (1) Negatives	*Ad val.*	14%
	(2) Positives	Kgs. net	598 fils
40/11	(a) Tyres – new	Kgs. net	73 fils
	(b) Tyres – others	*Ad val.*	8%
44/5	(a) Shouh	Cub. metre	1,360 fils
	(b) Katrani	Cub. metre	3,200 fils
	(c) Zan	Cub. metre	1,820 fils
	(d) Sowede	Cub. metre	1,470 fils
	(e) Box wood	*Ad val.*	8%
	(f) Others	*Ad val.*	8%
73/9	Universal plates	Kgs.	4 fils
73/10	Bars and rods	Kgs.	4 fils
73/11	Angles, shapes, etc.	Kgs.	4 fils
73/13	(a) Plates and sheets of 1 mm. thickness	*Ad val.*	4%
	(b) Others	Kgs.	4 fils

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).



A stage in the production of hacksaw frames at the Sheffield factory of James Neill & Co. (Sheffield) Ltd. The firm, which is celebrating its 75th anniversary, was the originator of magnetic tools, and about 60 per cent of the production of the magnet department is exported. Other products include hacksaw blades, hacksaw frames (one of which has been chosen by the Council of Industrial Design for display in the Design Centre), specialist saws and a general purpose saw. The firm's products are sold in 118 overseas markets; 43 per cent of total production is exported, with North America, Europe and the Commonwealth taking the largest share.

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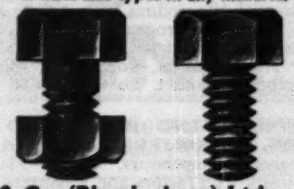

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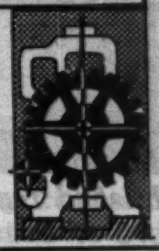

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	11 Sept 1964
– final (Q)	10 July 1964
Distributive and service trades (A)	27 Dec. 1963
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Chemical industries production (6-M)	15 May 1964
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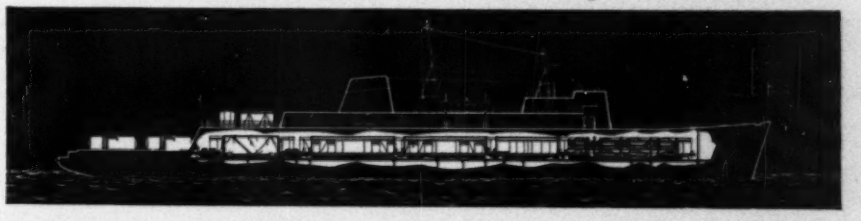

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